Trade and Industry

Nigeria: a multi-million market

England to New England in less than a day

2.00pm England* 9.00am New England*

In fact, anywhere in the UK, to most major cities in the USA. We call it Datapost.

An overnight delivery service which operates within the United Kingdom and a next day service trans-Atlantic to the USA.

It works like this.

If your business needs include the regular overseas transport and delivery of important material (be it data, documents, computer tapes) get in touch with the Post Office.

We'll contract with your company in the United Kingdom to make regular scheduled pick-ups from you, where and when it suits you.

We'll then deliver next day to most major cities in the USA.

Although Datapost is not a security service (we don't deliver bullion, diamonds, or bank notes) your package will be quite secure every inch along the way.

It will travel in a special Datapost bag. And be individually controlled and receive top priority treatment at every stage of its journey.

Because each assignment is considered and planned individually, costs will vary accordingly.

So we can't quote rates. However, we can promise that our negotiated rates will compare favourably with other comparable services.

If you would like to know more about Datapost contact Postal Marketing 2, Postal Headquarters Building, St. Martins-le-Grand, London EC1A 1HQ Tel: 01-432 1920.

We'll tell you everything you need to know about Datapost's service to North America.

In fact, if you like, we'll also tell you everything you need to know about Datapost's service to Netherlands, France, Belgium, Brazil, Hong Kong, Japan, Australia and of course within the UK.

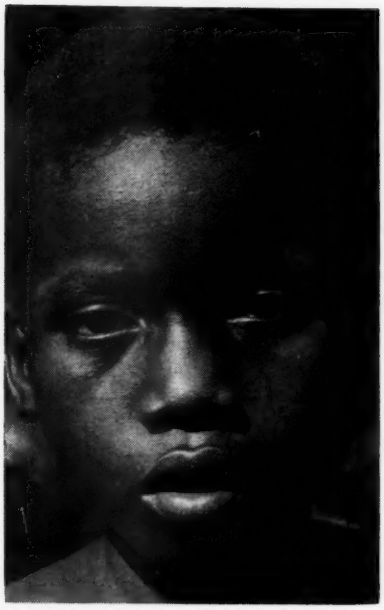
*Local times

The Post Office

Trade and Industry

2 May 1975

News from the Departments of Industry·Trade·Prices & Consumer Protection



This youngster, seen on the cover sandwiched between a palm tree and a gas scrubber, is growing up in a country with one of the most rapidly expanding economies in the world. Nigeria's new five-year plan shows enormous investment and import programmes, made possible by the country's oil and natural gas resources. Alfred Hall, lately British Commercial Counsellor at Lagos, outlines the opportunities for British exporters (page 296) Cover photos by J. Allan Cash

Trade and Industry

Incorporating the Board of Trade Journal

Volume 19. No. 5.

Pages 273 to 336. 2 May 1975.

Price 15p. Net subscription post inclusive, £11.44

Editorial address
Room 437, 1 Victoria Street,
London SW1H 0ET, Tel: 01-215 5730

Editor:	Alan Williams	01-215 5653
Deputy editor:	C. R. Kabraji	01-215 5654
Features & technology:	R. Stiles	01-215 5656
	Jennifer Clarke	01-215 5074
European Community:	Gill Samuel	01-215 5620
Overseas trade:	Derek Todd	01-215 5655
Art and pictures:	Bob Priestley	01-215 3118

Advertisements: T. G. Scott & Son Ltd., 1 Clement's Inn, London WC2A 2ED. Tel: 01-242 6264 or 01-405 4743.

Subscriptions: HMSO PO Box 569, London SE1. 01-928 6977 ext. 472

© Crown Copyright 1975

Short extracts can be published without specific permission providing that the source is duly acknowledged.

The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval

Home News

British Leyland 274
Turning point for motor industry 274
Exports central to company's strategy says Peter Shore 274
Tony Benn sees British Steel Corporation Chairman 275
Bala nursery factories allocated 275
Act now on industrial capacity urges Gregor MacKenzie 276
Report on ball clay 276
Purpose-built factory for Bridgend 276
Work to start on Cleator Moor advance factory 276
Precision engineers move north 276
Price Commission quarterly report – December 1974 to February 1975 277
Fireworks: consultative document issued 277
Clearance of merger proposal 278
Third party insurance for private aircraft 278
Citizens' advice bureaux training centre opened 278
Hire purchase, credit sale and hiring controls 278
Compensation for oil pollution damage 279
Proposal to increase flight crew licensing fees 279
Increase in companies' annual return fee 280
New BTA guide to commended country hotels, restaurants and guest houses 280
Eric Varley to visit Houston offshore event 280
'UK will not succeed in overseas offshore markets if we do not first succeed at home' 280
Patents endorsed 'Licences of Right' 280
Interest rate reduced for energy-saving loan scheme 281
Hints for saving energy in the home 281
Lord Cudlipp to serve as consultant adviser on save energy campaign 281
New member of Advisory Council on Energy Conservation 281

Government Sales 281

Publications 282

Britain

A Saturday morning on Clydeside 284

Technology News 288

Parliament 290

British Overseas Trade Board

Nigeria – a big market with a bigger future 296

BOTB News

British firms urged to concentrate on key export markets 301
Increased charges for Export Intelligence Service 301
New Adviser on Japan 301
Conference on Republic of Korea 301
Generating exports 301

Exhibitions and Fairs

New South Wales Premier opens show 302
NY cycle display proves excellent sales vehicle 302

Missions and Tours

Northerners make successful trade tour of Gulf States 303
Linguaphone director going round Far East 304
Leicester group plans another trip to Iran 304
Industrialists and bankers in exploration of Indonesia 304
CBI to Ecuador and Venezuela 304
Birmingham party visits Tanzania 304
Safety authorities learn of advances 304

Export Business 305

European Community

EEC consumer protection and information policy 306
EEC Referendum Bill: declarations to be made by regions and counties 307
The Community's Business Co-operation Centre 307
Rules of origin for trade between the EEC and EFTA 308

New EC Legislation

Common Agricultural Policy 308

Trade Information

Eric Deakins signs Anglo-Bulgarian-Co-operation Programme 309
China has a continuing interest in trade with Britain: Eric Deakins 312
Application for temporary exemption from import duty 312
ODM loan benefits for British industry 313
Deferred payment of import duties and analogous charges: bank guarantees 313
Declaration of facts relating to value for duty purposes 313
Tariff division: change of title 313
Cuba: postal arrangements 313

Tariff and Trade Notices

Argentina 320, Australia 318, Austria 314, Cameroon 316, Canada 320, Chile 320, Congo People's Republic 317, Fiji 319, France 314, German Federal Republic 314, Gibraltar 315, Hong Kong 319, India 318, Irish Republic 314, Japan 320, Libyan Arab Republic 315, Mali 316, Malta 315, Mozambique 317, New Zealand 318, Nigeria 316, Norway 314, Portugal 314, South Africa 317, Spain 315, Uruguay 320, United States 320

Statistics

The economy: selected indicators 321
Further advance figures from the 1971 Census of Distribution report 322
Motor vehicle output in March 325
A new statistical series – monthly estimates of manufacturers' stocks 326
Business Monitor 326
Output in the wool textile industry 327
Sales by wholesale textile houses 328
Sales in the carpet industry in February 328
Domestic furniture deliveries in February 328
Production in the cotton industry 329
Activity in the textiles and clothing industries 329
Insolvencies in England and Wales during first quarter of 1975 330
Food supplies moving into consumption in the United Kingdom 333
Cinema admissions and takings in January 334
Registrations of British, Community and foreign films 334
Index to statistics 335

Home News

British Leyland – Government's plans

During the course of his statement on the British Leyland Motor Corporation Ltd. to the House of Commons on 24 April, the Prime Minister said that the Government had accepted the report of the team led by Sir Don Ryder as a basis of future policy towards the company.

The main recommendations contained in the report include the following:

The vehicle production industry ought to remain an essential part of the United Kingdom economic base, and that British Leyland should therefore remain a major vehicle producer.

British Leyland's activities should be organised in four separate businesses dealing with cars, trucks and buses, special products and international activities. There would be the maximum delegation of authority and responsibility from the chief executive to the four managing directors of the main units.

The progress of the capital expenditure programme and the injection of new finance by the Government should be staged and each stage should depend on a tangible contribution by the management and workforce to the improvement of industrial relations and productivity. To this end a new structure of joint management and union councils, committees and conferences is suggested in which British Leyland's shop stewards, and particularly its senior shop stewards, will have major roles.

It is estimated that the investment programme would cost about £1,500 million at constant prices over the next seven years, equivalent to £2,800 million using the team's assumptions on inflation. It is considered that half this money could be generated from within the company, but £1,400 million – calculated on the team's estimate of current prices – would have to come from outside sources and £900 million of this would be required up to 1978, of which £200 million should be found by continuation of existing temporary borrowing facilities, £200 million by a new equity subscription and £500 million by long-term loans. An estimated further £500 million in long-term loans would be needed in the period 1978-82. The new equity subscription of £200 million should be by way of a rights issue underwritten by the Government.

It proposes that the Government should offer to buy out existing shareholders at 10p per share. In addition, it is proposed that as part of the financial reconstruction the Government should be prepared to provide the whole of the further £500 million to British Leyland between 1976 and 1978, should no part be available from other sources.

(In return for this massive investment of public money, the Government intend that they should have a majority shareholding in the reconstructed company.)

It is considered by the Government that British Leyland will in the meantime need further working capital; a draft order is being laid before the House seeking authority for an increase of up to £50 million in the guarantees already approved by the House.

A substantial part of the longer-term financial support will come from the provision already made in the Industry Act 1972 and in the Industry Bill now before Parliament.

The Government-owned majority shareholding in British Leyland will come under the National Enterprise Board once this new body has been set up. The NEB will have to ensure that the criteria for the provision of public funds on such a vast scale are met, while at the same time allowing the company to operate on an effective commercial basis without day-to-day intervention.

Turning point for motor industry

The announcement about British Leyland marked a turning point in the history of the British motor industry and in the country's post-war industrial history, too, stated Tony Benn, Secretary of State for Industry.

'The Government have made a conscious decision to reverse the long period of decline in investment which has brought British Leyland into its present position and which, being true elsewhere in British manufacturing industry, explains many of our other problems of inflation, unemployment and our poor balance of payments performance.

'This policy will safeguard hundreds of thousands of jobs in England, Scotland, Wales and the Development Areas – and, in time, create new ones as the new British Leyland succeeds most strongly in the markets of the world.

'British Leyland is the first major example of the Government's industrial policy, which is embodied in the Industry Bill now before Parliament.

'With this huge investment of public money, will come public accountability reflected in a clear majority public shareholding to be held by the National Enterprise Board. In parallel with this, British Leyland will have a planning agreement with the Department of Industry under the new arrangements provided for them.

'The key to the Ryder Committee recommendations, and to the Government's acceptance of them, is the expression of confidence we are all showing in the capacity of workers, including management, in British Leyland to restore that company to the front rank of world motor manufacturers once they are given the new tools and tackle to do the job.

'This is why the section on industrial democracy and industrial relations is so important and, indeed, holds the key to the success of the whole venture.'

Exports central to company's strategy says Peter Shore

Exports must be a central feature of British Leyland's future marketing strategy, said Peter Shore, Secretary for Trade, in a speech on 28 April to the Birmingham Chamber of Industry and Commerce.

'British Leyland epitomises the problems and opportunities for British industry,' said Mr. Shore. 'Here is a major industry in the most grave difficulties. Here is a firm that employs directly 170,000 workers, and, indirectly, thousands and thousands more in very many firms. Here is a firm which over the years has suffered chronically from under investment. Here is a firm which has suffered from the problems, the tensions, the misunderstandings and the disruptions of management/worker disputes.

'And yet here is a firm which is one of our greatest exporters. Last year British Leyland exported £485 million worth of goods from the UK. And it obviously saved us enormous amounts of imports.

'Not only that. The demand for British Leyland vehicles – cars, trucks and buses – outstrips supply in the markets of four continents that I have visited in the last year. The story was the same wherever I went. In Iran. In Nigeria. In the Gulf States. In North America too. They want British Leyland products and unfortunately we don't produce enough to supply them.

'I have no doubt that the Government was right to take the decisions it announced last week. Exports must be a central feature of the firm's future marketing strategy.

'The Ryder report lays emphasis on the need to secure a larger share of the expanding Western European market for cars and for trucks and buses. But it also, and rightly, highlights the opportunities, particularly for Land Rovers, trucks and buses in the vast growing developing markets of Iran and Nigeria and the Gulf and elsewhere.

'If the Ryder proposals can be put into effect, and if British Leyland can build on its export successes, I am sure that the company can be made into a viable enterprise able to withstand competition from any and all of the world's producers.'

A major improvement

Mr. Shore said he had four main points to make about our present trading situation.

'First, let there be no mistake about it, there has been a major improvement in the past year – sufficient to wipe out the appallingly large non-oil deficit that emerged in 1973. Second, we have achieved this improvement even though the world has been experiencing its worst trade recession since the 1930s.

'Third, though world trade is now virtually stagnant, the vast shift of spending power to the oil producers has opened up major new opportunities and markets for our exports. Fourth, if the forecasts prove correct, there should be a strong recovery in world trade next year.

'So the task for Britain is to seize the present and growing opportunities in the OPEC markets; to keep up the pressure to maintain and improve our position in our existing export markets; and to prepare for this substantial revival in world trade.'

these issues and seek to establish a really good open working relationship between a crucial nationalised industry and a Government that wants it to succeed and that recognises the difficulties of all those upon whose efforts its success depends.'

Tony Benn sees British Steel Corporation Chairman

The following is the text of a letter handed to Sir Monty Finniston on 28 April by Tony Benn, Secretary of State for Industry:

'As you will know, I have always strongly favoured the rights of the Chairman and Board Members of nationalised industries to speak their mind openly and plainly on matters that appear to them to be of concern to their industries or to public policy generally.

'You will know that recent reports of your statements to the press on Tuesday 22 April have caused concern and anxiety to those who work in the steel industry and to the communities in which some of those plants are situated. The TUC Steel Committee has asked me to see them about these reports and it would therefore be helpful if you could let me know whether or not they are correct. Anyone who has experienced serious press misrepresentation – which is unfortunately all too common – will appreciate that you could well have been misquoted.

'It is so important that relations between the Boards of the nationalised industries and the sponsoring Ministers, responsible to Parliament, should be maintained on an open and frank basis that I would be grateful if you could let me have the considered views of the Board of the British Steel Corporation on the following matters:

1 How does the Corporation now see the role of the Government in the review of the steel plant closures upon which we have been engaged?

2 Apart from the steel plant closures, how many redundancies, permanent and temporary, does the Corporation now believe to be necessary at individual steel plants in England and Wales and Scotland, and what is the Board's best estimate of the build up of these redundancies, showing the timetable for each?

3 What is the Board's view of the correct role for Government in respect of the British Steel Corporation; and of the Steel Corporation in relation to Government?

4 How does the Board believe that the policy upon which the present Government was elected last year, namely:

"We intend to socialise existing nationalised industries. In consultation with the unions, we shall take steps to make the management of existing nationalised industries more responsible to the workers in the industry and more responsive to their consumers' needs."

... might best be realised in respect of the British Steel Corporation?

'In view of the fundamental importance of these questions I thought it courteous to hand you this letter personally, and to invite you not to reply today but to give the considered reply of your Board so that we can have further and fuller talks to explore

Bala nursery factories allocated

John Morris, Secretary of State for Wales, has announced the allocation of two Development Commission nursery factories at Bala.

One factory has been allocated to Liliput Model Railway (UK) Ltd., a newly-formed company which will assemble model railway parts. The company also hopes to manufacture some components. Six jobs will be provided initially and this could eventually increase to 12 – seven for men.

The other factory will be occupied by Scanwel Ltd., a recently-formed company which designs and manufactures high-vacuum products. The process is widely used in industry and one of the major applications is for the assembly of electronic components such as transistors. It is anticipated that within 12 months work will be provided for six men and this may increase to 12 the following year.

Both companies expect to start production in the near future.

Mid Wales Industrial Development Association has welcomed the allocation, describing the building of nursery factories as an important factor in supplementing job opportunities in the smaller rural towns in Mid-Wales.

The Bala nursery unit factories have been built for the Development Commission by the Welsh Industrial Estates Corporation. They comprise four units each of 1,500 sq. ft.

A 'Finance for the Small Firm' exhibition and seminar was held at Nottingham last week, organised by the East Midlands Small Firms Information Centre in co-operation with clearing banks and other financial institutions. The picture shows (from the left) Norman Lott, East Midlands Regional Director, Department of Industry; the Mayor of Northampton, Councillor J. L. Rawlings; the Lord Lieutenant of Northamptonshire, Lt. Col. John Chandos-Pole, who opened the exhibition; Gerry Ginno, CoSIRA organiser for Northamptonshire, and Ray Parr, manager, East Midlands Small Firms Information Centre.

Act now on industrial capacity urges Gregor MacKenzie

'Action now to build up our industrial capacity, in Scotland and the whole of the UK, is essential – if we are to take full advantage of the strong recovery in world trade expected next year, if we are to reverse the past trend of imports of manufactured goods increasing faster than our exports. Only on this basis can we achieve sustained economic growth in the long term,' said Gregor MacKenzie, Parliamentary Under-Secretary of State for Industry, addressing the Edinburgh Chamber of Commerce on 25 April.

'There are firm indications that Scotland is now moving on to the path of self-sustained economic growth,' he continued. 'Certainly there are indications that the position of the Scottish economy relative to that of the rest of the UK has improved.

'In particular, there has been a marked improvement in the differential between unemployment in Scotland and the rest of the UK. Last year showed, for the first time since records have been kept, a small gain in Scotland's population. And Scotland's gross domestic product per head has now moved closer to the UK average, while manufacturing investment has been at a relatively higher level over the past couple of years. Perhaps small, but certainly significant, indicators of Scotland's changing economic situation.

'The market for offshore supplies and services is already worth over £800 million per annum in the UK sector alone, and UK firms are winning about half of the orders. A recent Department of Industry survey indicated that there may be as many as 800 firms in Scotland engaged in North Sea oil work; employing about 40,000 people directly or indirectly. And the economic effects are being felt over a wide area of Scotland. It is estimated that a further 8,000 oil jobs are still to come, with perhaps 3,500 in the next 12 months.

'But there is much more to Scotland than North Sea oil. Scotland today is a highly sophisticated industrial economy, embracing a wider variety of products and services than ever before. This has been a result not only of the enterprise and adaptability of Scottish industry, but also of the attractions of Scotland to overseas firms.

'And successive Governments have played their part in this process of industrial adaptation and development, with generous financial incentives for investment, coupled with the expansion of training facilities and major spending on industrial and social infrastructure.

'Since August 1972, for example, when the existing Industry Act came into operation, offers of selective financial assistance have been made for projects with an estimated total investment of £240 million and involving almost 32,000 jobs. And since 1969 nearly £500 million has been provided in regional assistance in Scotland.'

Mr. MacKenzie then said that the Government's major concern in both the most recent and the November Budgets has been to assist the companies sector. Hence the stock appreciation arrangements – the most massive single measure of relief for companies ever – worth £1,300 million in this financial year and £1,500 million in later years. This is in addition to the improved investment relief in the Price Code and the further £100 million to assist investment projects for modernising industry and increasing export capacity.

'I hope,' he said, 'that these measures will be accepted as proof that the Government has no intention of taxing industry to death or destroying its profitability by price control. But, experience has shown that measures such as these are not sufficient to build up this capacity. That is why the Government proposes a new approach through the National Enterprise Board, the Scottish and Welsh Development Agencies, the systems of planning agreements and the wider evolution of industrial democracy.

'These new instruments will give the Government – working in partnership with industry – a new capacity to eliminate – as we must – the still remaining economic imbalances between different parts of the UK, and to build up the industrial capacity we need if we are to prosper as a trading nation.

'The Scottish Development Agency will be directly responsible in these, as in other areas of its activities, to the Secretary of State for Scotland. In addition, the Secretary of State will, from 1 July, add to the economic planning responsibilities he already holds the responsibility for operating regional selective assistance in Scotland formerly held by my Department.

'So we are now also moving into a new era of decision-making in Scotland in relation to industrial development, creating a vigorous and effective Government organisation, sensitive and responsive to the needs of Scotland, and able to ensure that resources are deployed to the benefit of all parts of Scotland.'

Report on ball clay

Ball clay is the subject of the 11th of a series of concise reports on minerals of economic importance to United Kingdom which was published last week.

This country is both the leading world producer and exporter of ball clay, and in 1973 output amounted to 742,000 tonnes of which 405,000 tonnes, valued at £2.8 million, were exported, principally to Europe.

A highly plastic and mainly kaolinitic sedimentary clay, ball clay is used mainly in the manufacture of pottery and refractories and is therefore an essential raw material for the ceramics industry. It also has important non-ceramic applications as a filler in rubber and plastics, as an anti-caking agent in fertilisers and is used for turning animal feedstuffs into pellet form. Deposits of this important raw material are confined to three relatively small areas in south-west England – the Bovey Basin in south Devon, the Petrockstow Basin in north Devon, and the area around Wareham in south-east Dorset.

This report has been compiled by the Mineral Resources Division of the Institute of Geological Sciences from information assembled for the interdepartmental Mineral Resources Consultative Committee, with the assistance of industry. It describes the geological occurrence of ball clay, its exploitation, processing and industrial applications, and reviews the area of conflict between its extraction and other forms of land use. The latest available production and trade data, complete to 1973, are provided, together with information on prices, and maps showing the location of ball clay deposits and sites of existing workings.

Mineral Resources Consultative Committee Ball Clay (Mineral Dossier No. 11) is published by HMSO and obtainable from them, Government bookshops and through booksellers, price 61p.

Purpose-built factory for Bridgend

Work has started recently on a purpose-built factory of 1,306 m² (14,059 sq. ft.) on the Bridgend Industrial Estate. On completion this factory will be used to rehouse the firm, Compton Engineering Ltd. The building should be ready for occupation by the end of this year.

The firm, which specialises in hot-dip aluminiumising, anticipate increasing its labour force by about 50 people when in full production and 50 per cent of this total will be male.

The architects department of the Welsh Industrial Estates Corporation designed the factory.

Work to start on Cleator Moor advance factory

The English Industrial Estates Corporation is to start work soon on the construction of a 15,000 sq. ft. (1,350 m²) advance factory for the Department of Industry on the Cleator Moor Industrial Estate, Cleator Moor, Cumbria.

It is expected that the factory will be completed and ready for occupation by the end of the year.

Precision engineers move north

Styles Instruments (Precision Components) Ltd. have occupied a terrace unit factory of about 2,500 sq. ft., built by the English Industrial Estates Corporation on the Tees-side Industrial Estate, Thornaby, Cleveland.

Price Commission quarterly report – December 1974 to February 1975

The Price Commission's report* to Parliament on its work in the period 1 December 1974 to 28 February 1975 was published on 29 April.

During this period, the Commission:

modified, rejected or secured the withdrawal of 492 notifications of price increases from larger enterprises (that is, Category I and II companies), reducing price increases by £270 million a year. Of this, £75 million represented a reduction in the amount of the December oil price increases;

secured about £3.3 million in the form of price reductions or the absorbing of costs by larger enterprises which had exceeded their permitted gross or net profit margin levels;

secured a saving of about £3½ million a year through 185 general price reductions by smaller firms which had exceeded their permitted profit margin levels, and 353 individual price reductions following complaints from the public.

In the case of distributors, gross profit margins were on average 1.6 percentage points below reference levels, representing a saving to consumers of about £400 million a year.

Costs, Prices and Profits (Section 2)

Costs and prices (paras 2.1-2.3)

During the three months covered by the report:

The retail price index increased by 5.8 per cent bringing the increase for the 12 months to February 1975 to 19.9 per cent. (The March figure which has since been published shows a further increase, bringing the 12 month increase up to 21.2 per cent.)

The wholesale price index rose by 6.5 per cent, bringing the increase for the 12 months to 26.7 per cent.

The Commission's own index, based upon price notifications received, rose by 7.5 per cent, bringing the 12 month increase to 19.6 per cent.

The report comments that the rate of price inflation in this country is now running at a rate of more than 20 per cent a year.

Price increases are mainly a reflection of changes in material costs and changes in labour costs. The report examines the movement in these costs over the December 1974-February 1975 period.

The report concludes from these figures that, 'taking industry as a whole, the primary factor causing prices to rise is – and can only be – rising labour costs'.

Profits (paras 2.4-2.5)

The report notes that 'profit margins within the control remain at a very depressed level'. In the fourth quarter of 1974, net profit margins for Category I manufacturing and service companies were 50.2 per cent of reference levels; for Category II companies, they were 57.8 per cent. A year earlier they had been 71.4 per cent and 65 per cent respectively.

For distributors, net profit margins in the fourth quarter 1974 were 75.3 per cent of reference levels compared with 58.8 per cent in the third quarter. The report says that this apparent sizeable recovery is 'largely illusory'. The fourth quarter figures reflect peak Christmas trading when profits are seasonally high. The 75.3 per cent for the fourth quarter 1974 compares with 94.5 per cent for the corresponding quarter of 1973.

Administering the Price Code (Section 3)

The report reviews the administration of the Price Code in the December 1974-February 1975 period. In the Stage 4 Code, effective on 20 December 1974, there were a number of changes, notably the investment relief and profit safeguards, designed to reflect the changing circumstances of the economy.

Price increase notifications (paras 3.4-3.7)

During the report period the Commission received markedly more notifications, following a long period during which numbers were falling. This was due largely to the new provisions of the Stage 4 Code and particularly the new investment relief.

A picture emerges of a considerable bunching of large price increases in specific sectors in a limited period of time.

Profit margin controls (paras 3.9-3.17)

In the December-February period, 401 periodic returns of their profit, sales and costs were received from Category I and 1,390 from Category II manufacturing and service enterprises. Of these, 20 in Category I and 152 in Category II were in excess of their net profit margin reference levels. In most cases the excesses could be explained by seasonal or other factors, and where this is so the Code provides that no immediate corrective action need be taken. In one case agreement was secured with the firm concerned to eliminate an excess.

Category III companies (paras 3.18-3.19)

During the period, the Commission's regional offices started 1,363 inspections of Category III firms and completed work on 932. In nearly 500 cases the firms were found to be either well below their reference levels or were actually making losses. But in some 27 per cent of the cases, reference levels had been exceeded. In 185 cases offsetting action was taken either by way of price reductions or by the absorption of costs. The resultant saving to the consumer should amount to about £3½ million. A total of 4,948 inspections have been started since the commencement of the control and 2,797 completed.

Investment relief (paras 3.21-3.24)

The Stage 4 Code includes a new investment relief to enable companies to generate additional funds through prices and profits to help finance their new investment.

So far, 250 notifications of intention to invoke the relief have been made by Category I and II firms. Of these, 63 contain insufficient detail to enable them to be analysed. The remaining 187 represent a total planned investment of £1,140 million and a 'relief' of £200 million.

Profit safeguards (paras 3.27-3.29)

The Stage 4 Code also contains a number of provisions designed to relieve low profit and loss making situations. In the case of manufacturing and service companies there are three main provisions. These are broadly safeguards against low profits on products (para 37 of the Price Code), and erosion of profit margins on products (para 39) and a safeguard to limit reduction of profit margins (para 38). The report shows that so far under the Stage 4 Code 88 notifications from Category I and II companies for price increases have been made under para 37, 58 under para 38 and 18 under para 39.

References and inquiries

The report also describes the Commission's work on references (Section 4) and the inquiries and complaints received by the regional offices during the period under review (paras 5.3-5.6).

* Price Commission Report for the period 1 December 1974–28 February 1975 (HC 343 HMSO 95p.).

Fireworks: consultative document issued

Measures that might help to reduce firework accidents are outlined in a consultative document issued on 28 April. The views of interested organisations are invited by mid-June on the possible need to extend existing controls over the sale and use of fireworks.

Replying to a question in the House of Commons from James Johnson (Kingston-upon-Hull West), Alan Williams, Minister of State for Prices and Consumer Protection, said:

'Copies of the consultative document on firework safety have today been sent to all the bodies whom we know to be interested. They have been invited to submit views to my Department on any aspect of the sale and use of fireworks and the possible need for altering or extending the existing controls. Copies of the document have been placed in the libraries of both Houses of Parliament and are also available on request to any other bodies or persons who may wish to comment.'

The document describes briefly existing controls, outlines efforts already made to publicise safe handling of fireworks, and gives injury statistics and estimated sales. Suggestions already made for altering

present controls, such as new or extended restrictions on the age at which fireworks might be bought or used, the period during which they may be sold, the types available and the level of penalties for offences, will be considered in the light of views received.

The Department of Prices and Consumer Protection is consulting a wide range of organisations representing consumer safety, local authority, medical, fire, police, trade and women's interests as well as such bodies as the NSPCC, RSPCA, Royal National Institute for the Blind, Royal National Institute for the Deaf and the Spastics Society.

Copies of the document are available on request from the Department of Prices and Consumer Protection, Room 133, 1 Victoria Street, London SW1H 0ET, to any other bodies or to any persons who wish to comment on any aspect of the issues raised by the sale of fireworks to the general public.

Responsibility for safety matters relating to the sale of fireworks was transferred from the Home Office to the Department of Prices and Consumer Protection on 1 October 1974.

Existing statutory controls include the prohibitions in the Explosives Act 1875 of the sale of fireworks to anyone under 13 and the letting off of fireworks in a public place. The Fireworks Act 1951 contains powers which enable the Secretary of State to prevent the manufacture of fireworks which she considers to be dangerous.

Alan Williams, Minister of State for Prices and Consumer Protection, replying to a Parliamentary Question on 4 November 1974, said that he had decided to carry out, in consultation with the other Departments concerned, a full review of the need for extending the existing controls over fireworks. The purpose of this consultative document is to give all interests concerned an opportunity to express their views on this subject.

Clearance of merger proposal

Shirley Williams, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before her, not to refer the proposed merger between Paterson, Zochonis and Co. Ltd. and The Cussons Group : Ltd. to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Third party insurance for private aircraft

As part of its campaign to impress upon owners, hirers and pilots of private aircraft the need to have adequate insurance cover, the Civil Aviation Authority has produced a poster and a leaflet for flying clubs, associations and other interested bodies. Copies can be obtained free of charge from the CAA, PO Box 41, Cheltenham, Glos.

Citizens' advice bureaux training centre opened

The best possible framework to protect and guide the citizen was pledged on 23 April by Alan Williams, Minister of State for Prices and Consumer Protection, when he opened the National Association of Citizens' Advice Bureaux Traning Centre in Manchester.

Expressing his pleasure that with the Department's support the CAB network was steadily growing, Mr. Williams said that the bureaux offered a unique and comprehensive service. 'No one is ever turned away, however hopeless or trivial their problem seems but the staff's understanding and concern go far deeper than simply lending a sympathetic ear. Bureau workers are steadily dispelling the fallacy that voluntary work is for well-meaning amateurs and their qualities of compassion are matched by a determination to show that volunteers can offer a reliable, expert and professional service.

'Many of the most tormenting worries of our increasingly sophisticated and complex society are suffered by the inexperienced and inarticulate. These problems loom ever larger when the individual feels alone and does not know which way to turn for help. In such circumstances the CAB appear as a beacon of hope and therefore a heavy burden – the responsibility for seeing that the bureaux are efficiently run – rests fairly and squarely on workers at local level, most of whom are voluntary. This is why the National Association of Citizens' Advice Bureaux place so much emphasis on training and updating courses on the vast amount of legislation constantly going through Parliament.

'I am glad that with the support of my Department the network of Citizens' Advice Bureaux is steadily growing. In fact, during 1974-75, 51 new bureaux were established and a further 82 were improved and made more efficient, making a formidable total of 670.'

This expansion, stated the Minister, was made possible by the careful planning and organisation of the National Association of Citizens' Advice Bureaux and now they have gone further with the initiative shown in Manchester in setting up the training centre.

'I warmly welcome this imaginative and forward-looking action. We in the Department of Prices and Consumer Protection will do all we can to create the best possible framework to protect and guide the citizen in our increasingly-complicated society, but we shall be continually indebted to well-trained workers such as this centre will provide for the invaluable work they do in seeing that the benefits actually filter down to where it counts – the perplexed, the worried and the uncertain at local level.'

Hire purchase, credit sale and hiring controls

Amendments to certain provisions of the Control of Hiring Order 1973 and the Hire Purchase and Credit Sale Agreements (Control) Order 1973 are contained in two Orders* made on 29 April to take effect on 1 May. They take account of the imposition of a higher rate of value added tax on certain goods from 1 May 1975 and make certain other adjustments to the orders.

Hiring control

The Control of Hiring Order 1973 contains provisions which restrict variation of rentals once an agreement has been entered into for goods listed in the order. The amending order permits variation of rentals arising from changes in value added tax and, where the hired goods are cars, from changes in vehicle excise duty. The amending order also formalises under the original order the exemption of motor-cycles with side-cars, which was formerly given effect by general licence.

Hire purchase and credit sale control

The amending order brings the terms imposed on carpets and other floor-coverings into line with those for furniture. The maximum repayment term for carpets and other floor-coverings remains unchanged (24 months) but the minimum deposit will now be the same as for furniture (20 per cent) and these goods will come within the add-to provisions applicable to furniture. Carpets and floor-coverings are frequently sold on the same agreement and the new terms will relieve practical difficulties within the trade.

Another provision in the amending order will permit substitution of goods under an existing agreement provided that the substituted goods are of the same description as the goods replaced, the substitution is made within 12 months of the date of the hire purchase or credit sale agreement; and the substitution is for the purpose of replacing goods which were new at that date and which have been stolen, destroyed or so damaged as to be irreparable.

As in the case of the Hiring Order, motor-cycles with side-cars will now be formally exempted by the terms of the Hire Purchase Order instead of by licence.

* The Control of Hiring (Amendment) Order 1975 (SI 1975 No. 712 price 4p), and the Hire Purchase and Credit Sale Agreements (Control) (Amendment No. 2) Order 1975 (SI 1975 No. 711 price 4p). They may be obtained from HM Stationery Office, 49 High Holborn, London WC1 and branches or by post from HM Stationery Office, PO Box 569, London SE1.

Compensation for oil pollution damage

Improved compensation for the cost of dealing with oil pollution will be available under legislation which comes into effect from 19 June 1975.

This was announced in the House of Commons on 28 April by Stanley Clinton Davis, Parliamentary Under-Secretary of State for Trade (Companies, Aviation and Shipping), in reply to a question by Kevin McNamara (Kingston-upon-Hull Central). Mr. McNamara asked when the International Convention on Civil Liability for Oil Pollution Damage, 1969, would enter into force, what legislation would implement it, what would be the effect, and what was the current position regarding the International Convention on the Establishment of an International Fund for Compensation for Oil Pollution Damage 1971.

Mr. Clinton Davis replied: 'The International Convention on Civil Liability for Oil Pollution Damage, 1969, in which the United Kingdom and some 13 other states are participating at present, will enter into force on 19 June 1975. Orders and Statutory Instruments required to apply various provisions of the Merchant Shipping (Oil Pollution) Act 1971 (as amended by Section 9 of the Merchant Shipping Act 1974) which implements the Convention will be made shortly.

'The Act (some Sections of which, under Statutory Instrument 1971 No. 1423 (C.36), are already in force, ie some provisions as to liability and certain other matters) provides for substantial improvement in the position of claimants for oil pollution damage from an identifiable tanker carrying a cargo of persistent oil in bulk because liability is strict and not based on fault, and because the limits of the shipowner's liability are increased, and because tankers (carrying more than 2,000 tons of persistent oil) have to be insured and to carry a certificate to that effect. But the limits of liability in the International Convention relating to the Limitation of the Liability of Owners of Seagoing Ships 1957 will continue to apply to ships registered in countries which are parties to that Convention and are not parties to the 1969 Convention. Regulations relating to certificates for compulsory insurance will be laid shortly.

'The position on the International Convention on the Establishment of an International Fund for Compensation for Oil Pollution Damage 1971 is that, while the Government is strongly in favour of this Convention, and indeed Part I of the Merchant Shipping Act 1974 enables us to ratify it (which we will do soon), only two countries have so far participated in it. Our latest information suggests that some time will elapse before a sufficient number of major oil importing states will participate to bring it into force.'

The stranding in 1967 of the Liberian tanker *Torrey Canyon* carrying about 120,000 tons of crude oil, which caused massive pollution of the coasts of the United Kingdom and France, revealed that the compensation available under law for the costs of cleaning up was grossly inadequate. As a result, the British Government took the initiative in IMCO which led to the adoption of the International Convention on Civil Liability for Oil Pollution Damage, 1969 (Cmnd. 4403).

The 13 other countries participating in Convention when it enters into force on 19 June, are: Senegal, Fiji, Liberia, Ivory Coast, Lebanon, Morocco, Algeria, Syrian Arab Republic, France, Sweden, Norway, Denmark and the Dominican Republic.

Under the Convention, a Convention country is obliged to require ships carrying more than 2,000 tons of persistent oil in bulk as cargo, wherever the ships are registered, to carry a certificate of insurance (or other financial security) against oil pollution liability when entering or leaving a port in its territory or arriving at or departing from an offshore terminal in its territorial sea. UK-registered ships similarly laden are required to have a certificate when visiting a port or terminal of any other country. There are penalties for non-compliance (including a fine not exceeding £35,000) and a ship may be detained.

The limit of liability to the shipowner will be increased from about £35 to £70 per ton of the ship's tonnage, subject to a ceiling of £7.3 million. However, the limit of liability for ships of some 15 countries which are parties to the International Convention relating to the Limitation of the Liability of Owners of Seagoing Ships 1957, but which are not parties at present to the 1969 Convention, remains at £35 per ton. It is hoped these countries, which have about 6.6 per cent of world tanker tonnage, will join the 1969 Convention.

Certificates that the required insurance (or other security) exists will be issued (provided satisfactory evidence is produced) in respect of ships registered in the United Kingdom and of ships registered in a non-Convention country, to their owners upon application to the Department of Trade as the certifying authority in the United Kingdom.

Inquiries and requests for application forms should be addressed to: Department of Trade, Insurance Division, Room 320 Sanctuary Buildings, 16-24 Great Smith Street, London SW1P 3DB (tel. 01-215 5801/3534).

Certificates for ships registered in a Convention country shall be recognised if issued by or under the authority of the government of that country.

Under regulations now in preparation, to be made under Section 10 and 11 of the Act, certificates for ships registered in non-Convention countries will be recognised in the United Kingdom subject to certain conditions:

a if issued by or under the authority of the government of certain listed Convention countries which are members of the OECD;

b if issued by or under the authority of the governments of certain listed non-Convention countries (also members of the OECD) in respect of ships registered in those countries.

The regulations will also define 'persistent oil', specify the fee payable for the issue of a certificate and regulate the cancellation and surrender of such certificates.

Shipowners affected therefore need to take action in good time to obtain the necessary certificates.

Proposal to increase flight crew licensing fees

The Civil Aviation Authority is consulting the aviation industry about proposals to increase its fees for pilots' licences, examinations and flying tests and for medical examinations, and to introduce fees for related activities such as appointing authorised examiners and approving flight simulators and training schools for professional pilots.

Flight crew licensing functions in the UK have been heavily subsidised by the general taxpayer for many years. Fees have not been changed since March 1971 – before the CAA came into being – and at present 90 per cent of the CAA's costs in this area of work is subsidised. The Authority has been charged by Parliament to recover its costs as soon as possible and in any event not later than 1977-78. Substantial increases in the fees are therefore inevitable.

In the past licence holders have done no more than contribute towards the direct costs of issuing licences and of examining and testing, and have not contributed to the essential costs of the licensing system such as maintaining qualified flight examiners. In addition, other related and expensive services such as approving flight simulators and professional pilots' schools have been provided free of charge.

As part of its effort to reduce its own costs, the Authority has abolished the issuing of Student Pilots' Licences as from 1 May and is proposing to issue non-expiring in place of five-year Private Pilots' Licences. The possibility of being able to achieve further economies in its administration costs is one of the reasons the Authority is not seeking full recovery immediately. The Authority will eventually have to achieve full recovery, following a further round of consultation.

Below are examples of fees which the Authority proposes to introduce later this year.

	Old fee	New fee
	£	£
Granting or renewing Airline Transport Pilot's Licence	10	80
Granting or renewing Senior Commercial Pilot's Licence	10	70
Granting or renewing Commercial Pilot's Licence	10	50
Granting or renewing Flight Navigator's Licence	10	50
Granting or renewing Flight Engineer's Licence	10	50
Granting non-expiring Private Pilot's Licence	—	40
Converting 5-year Private Pilot's Licence (previously £5 for renewal)	—	25

Increase in companies annual return fee

Regulations which raise the fee payable with the filing of companies' annual returns at the Companies Registration Office from £3 to £20 have been published.

The new fees, which have been approved by both Houses of Parliament, will come into operation on 2 June 1975. There will be a similar increase in the fee for filing corresponding documents by foreign-registered companies. All other fees will be unchanged.

A spokesman for the Department of Trade said: 'The new fees will not only offset the deficit on statutory public services provided by the Companies Registration Office but deter the continued registration of moribund or inactive companies. The operative date has been fixed ahead to enable companies to decide whether it is worthwhile remaining on the register.'

The annual return fee was introduced in 1967, when individual filing fees of 5s. (25p) on each document filed were abolished.

Copies of the new Regulations, The Companies (Fees) Regulations 1975 (SI 1975 No. 596), which were laid before Parliament and published in draft on 18 March, are available from HMSO, price 4p net.

New BTA guide to commended country hotels, restaurants and guest houses

The British Tourist Authority has published a new guide to country hotels, restaurants and guest houses which it considers to be outstanding for the quality of their service.

The guide lists 198 hotels, 33 restaurants and 40 guest houses – in all price ranges and in all parts of the country – which have received special commendation from the Authority. It gives details of rates and facilities offered and carries sectional maps showing the location of each commended establishment.

The 52-page booklet – *Britain: Commended Country Hotels, Guest Houses and Restaurants* – is available (free, except for 10p postage) from: British Tourist Authority, 64 St. James's Street, London SW1A 1NF.

Eric Varley to visit Houston offshore event

Eric Varley, Secretary of State for Energy, will visit the Offshore Technology Conference and Exhibition at Houston, Texas, on 5 and 6 May. Mr. Varley is due to leave London (Heathrow) today (2 May). His programme will include a tour of the British stands at the exhibition and discussions with British and overseas businessmen and oilmen.

OTC Houston will run from 5-7 May. About 65 British firms are taking part. The Department of Energy's Offshore Supplies Office has taken 250 sq. ft. of stand space, showing British capability in the high technology offshore market.

The OSO stand will be staffed by OSO project engineers and venture managers. They will be backed up by information material describing the capacity of British industry and commerce to meet the needs of offshore operators.

From Houston, Mr. Varley will travel to Washington. On 7 May he will have talks with officials from the United States Treasury, State Department and the Federal Energy Administration, and hold a briefing for American economic and trade press journalists.

Mr. Varley will return to London on 8 May.

'UK will not succeed in overseas offshore markets if we do not first succeed at home'

'Activity offshore means business opportunities onshore. The fortunes of these two sectors are inextricably linked,' John Smith, Parliamentary Under-Secretary for Energy, said in London last week. Mr. Smith was addressing a conference on 'Profit opportunities arising from North Sea oil – finding and using the facts' organised by the Industrial Marketing Research Association.

Mr. Smith said: 'If "Finding the Facts" is the main theme of your conference, I would like to put before you certain facts, some of which are the very corner-stones upon which our policies for the development of our offshore oil and gas resources are based.

'Fact 1 is that we are determined to foster development in such a way that the North Sea will remain, for those companies engaged in its development, an atractive and economically viable prospect. The Government has steadfastly maintained its desire to work alongside commercial interests in a spirit of co-operation and good neighbourliness. Wisely husbanded, our offshore resources will yield handsome benefits, not only to the community as a whole (through taxation and the State's majority participation in commercial fields) but also to the many licensees engaged in its development.

'The Government's proposals for the development of our offshore resources have now been widely publicisd in last year's White Paper on UK offshore oil and gas policy and through the provisions of the Oil Taxation Bill and the Petroleum and Submarine Pipe-lines Bill. I recommend these as essential reading to all who are interested in finding the facts about the Government's policies.

'Fact 2 is that the Government is wholeheartedly behind the development of a strong British based offshore capability. My Department's Offshore Supplies Office was created for this very purpose . . . But do not think that a British capability is important merely to secure as large a part of the UK market as possible. On a world-wide basis, oil exploration is moving from onshore to offshore. We must make certain that as these offshore fields are opened up, the UK will have the expertise and the capacity to share fully in their development. We will not succeed elsewhere if we do not first succeed at home. The importance of this fact cannot be over stressed.

'Fact 3 is that there is more activity in the UK sector of the North Sea than ever before – and the forecasts remain encouraging. In 1974 100 exploration and appraisal wells were drilled in the UK sector. This year we expect the number to increase to between 120 and 130. In 1974, there were never more than 29 rigs operating at any one time – this year the maximum is expected to be between 35 and 40. In 1974 there were 24.5 rig-years' activity. This year we expect the figure to increase to 30.

'Here are facts in which we can all find encouragement. Let us remember, that activity offshore means business opportunities onshore. The fortunes of these two sectors are inextricably linked.'

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-matter
4 April 1975		
1,138,955	Otto Waldrich and others trading as Werkzeugmaschinenfabrik Adolf Waldrich	Lubrication system for the meshing teeth of a cylindrical worm and rack gear
1,245,552	ITT Industries Incorporated	RC – pulse oscillator
1,364,586	Cables de Lyon – Alsacienne – Geoffroy Delore	System for the transmission of signalling and communications currents for railway traffic
11 April 1975		
1,057,273	Gevaert Photo-Producten NV	Improved silver salt diffusion transfer process
1,091,234	Agfa-Gevaert (formerly known as Gevaert-Agfa NV)	Process for the preparation of polyesters of terephthalic acid and glycols

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. Armitage, Comptroller

Interest rate reduced for energy-saving loan scheme

The interest rate on Government loans to assist energy-saving projects in industry has been reduced from 13½ per cent to 11½ per cent. This is in line with the new rates announced in April for loans under Section 7 of the Industry Act 1972.

The new rate will apply until further notice.

Eric Varley, Secretary of State for Energy, announced the Energy Saving Loan Scheme on 9 December 1974, in a Parliamentary answer. Under the scheme the Department will provide up to £3 million a year for loans to finance energy-saving projects for industry.

The scheme applies to projects costing £10,000 or more, and projects have to produce energy savings which would, at current prices, be sufficient to cover the capital sum and interest charges within four years. The maximum loan available for any project is £100,000, normally up to five years. The rate of interest is fixed during the period of each loan.

The type of projects that may be eligible for the scheme include:

improvements to the fabric of the building itself or to its heating plant
replacement or renovation of machinery, plant and equipment already housed in the building.
introduction of improved control devices
installation of heat exchangers and pre-heaters designed to make use of waste heat
installation of combined heat and power schemes
installation or modification of plant to enable waste organic materials to be used as fuel.

When announcing the scheme Mr. Varley said the loans would be offered at a rate of interest equivalent to that available under the Industry Act 1972 for loans on broadly commercial terms.

More than 1,000 inquiries on the scheme have been received and application forms have been sent on request to 270 firms and organisations.

Details of the Energy Saving Loan Scheme may be obtained from: Department of Energy, Energy Saving Loan Scheme, Thames House South, Millbank, London SW1P 4QJ (tel. 01-211 5159).

Hints for saving energy in the home

There are 57 hints on how to save energy in the home in a leaflet published last week by the Department of Energy. The leaflet is the first of a series planned by the Department to give energy-saving advice to different sectors of the community. Leaflets for industry and retail shops are to follow.

The householders' leaflet takes the form of an energy-saving checklist. It gives energy-saving action points under five different headings – heating, hot water, insulation and draught exclusion, cooking and lighting. It also suggests where further help and advice on domestic energy saving can be obtained and lists some useful publications.

The domestic leaflet is available from the Department of Energy Library, Thames House South, Millbank, London SW1. It will be available throughout the country shortly.

Lord Cudlipp to serve as consultant adviser on save energy campaign

Lord Cudlipp, former chairman of the International Publishing Corporation, has accepted an invitation from Eric Varley, Secretary of State for Energy, to serve as consultant adviser on the development of the 'Save It' campaign to promote energy saving.

Lord Cudlipp's advice will be available on a regular basis to the team responsible for the 'Save It' campaign.

This team is led by Bernard Ingham, Director of Information, Department of Energy, who is responsible for its overall co-ordination, in association with Ray Fleming, Home Controller, Central Office of Information, and Tim Coles, managing director of Young and Rubicam, the advertising agents appointed to handle the campaign.

Mr. Varley said: 'I am very glad to have Lord Cudlipp's advice freely available to us. His appointment as a consultant is welcomed by all concerned in the campaign.'

New member of Advisory Council on Energy Conservation

Eric Varley, Secretary of State for Energy, has appointed Ewen McEwen to the Advisory Council on Energy Conservation. Mr. McEwen is vice-chairman (engineering) of Joseph Lucas Ltd., Birmingham.

Government Sales

Department of Trade

SHIP FOR SALE

Offers are invited for the purchase of the undermentioned Royal Fleet Auxiliary vessel 'as lying' at HM Naval Base, Rosyth.

'ROBERT MIDDLETON' Steel, built 1938. G.R.T. 1085. N.R.T. 574 Length (B.P.) 210 ft. 0 in. Breadth (mld.) 35 ft. 0 in. Depth (mld.) 18 ft. 3 in. Light Displacement 962 tons. Engine: Single screw, diesel by British Auxiliaries Ltd. BHP 960.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND Tel: 01-212 8996.

Offers should be addressed to the Department of Trade, Room 43, at the above address in envelopes clearly marked "Offer to Purchase 'ROBERT MIDDLETON' " and must be received not later than *noon* on the 22 May 1975.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

Ministry of Defence

14 May 1975 Miscellaneous Stores

Location: Hilltop Motor Hotel, London Road, Carlisle.

Auctioneers: Harrison and Hetherington Ltd. (Dept. L), Borderway Mart, Rosehill, Carlisle CA1 2RS. (Tel. 0228 26292).

110 vehicles including Morris ambulances, Morris, Ford and Austin saloons, Morris 1000 vans, Bedford tippers and Scammel trailers. Sanding, grinding, banding and roller bending machines. Lathe tools, spanners, chisels, hammers, pliers and drills. Various electrical items including waveform generators, junction boxes, frequency meters, receivers, power units, transformers, modulators, voltmeters, test sets, capacitors, switches, plugs and electronic valves. Watches, clocks, gyro units, air mileage units, oscilloscopes, lenses. Service clothing, boots and shoes, textiles, web equipment, oxygen regulators, photographic equipment, office furniture, hose assemblies, telephone equipment, steel and aluminium tubing, bars and sheets, wooden boxes, paint and a large collection of other stores.

Catalogues for the above sale, which give details of the lots, conditions of sale, viewing times etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 10p (postal orders only).

Publications

Interim Strategies of the Research and Development Requirements Boards: a consultative document. Department of Industry. (20 pages. Available from Department of Industry, Research and Development Requirements Division, Abell House, John Islip Street, London SW1P 4LN. 1975. Free). Published with the aim of initiating a dialogue with industry, this brochure explains the purpose of the Research and Development Requirements Boards, which were set up following the implementation of the recommendations of the *Rothschild Report* (Cmnd 4814). The Boards cover the following areas of technology: ship and marine, computers systems and electronics, chemicals and minerals, mechanical engineering and machine tools, engineering materials and, finally, standards and metrology. The function of these Boards is to determine, subject to Ministerial agreement, the objectives and balance of the Department's intra-mural and extra-mural R and D programmes and the broad guidelines for the allocation of funds. Responsibility for commissioning work also lies with the Boards. The Requirement Boards are now at an important stage of their development, since the introduction of the customer/contractor principle for the control of government-funded R and D. They are now beginning to develop their own strategies for the deployment of these funds in their sectors of industry. This is an evolving process governed largely by fluctuating economic circumstances. The purpose of publishing the interim strategies is to further expand the exchange of views between the Boards and industry so that policy is ultimately based on a wide and up-to-date body of comment and advice. Contributions are therefore invited from all interested parties.

Technical Services for Industry. Department of Industry. (253 pages. Single copies available free from the Department of Industry's Regional Offices. 1975 edition.) This guide has been prepared primarily for information scientists, industrial liaison officers and consultants. It brings together in one publication services that are, or have been, sponsored by Government Departments to assist identification of the most appropriate source of information or assistance for any given technical problem. It follows the same format as the last edition which was published by the Department of Trade and Industry in 1970 and its scope has since been considerably enlarged. The guide is divided by Government Departments into 13 main sections and has a comprehensive 15-pages index. Within the sections, details are given of addresses, telephone numbers and names of directors and information officers. This is followed by further information on the scope of work undertaken, publications and library facilities available together with other information and consultative services and testing facilities where relevant. The largest section is devoted to the services sponsored by the Department of Industry. This gives details of facilities available from the Industrial Research Establishments (ie the Laboratory of the Government Chemist, the National Engineering Laboratory, the National Physical Laboratory, the Warren Spring Laboratory and the Computer-Aided Design Centre) and the industrial research associations of many industries, including textiles, mechanical engineering, metals, furniture, motor vehicles, paper, shoes, machine tools, glass and ceramics.

The Effects on the United Kingdom of Membership of the European Communities. European Parliament: Directorate General for Research and Documentation. (209 pages. Available from the London Office, European Parliament Secretariat, 20 Kensington Palace Gardens, London W8. 2nd Edition 1975. Free.) In May 1974, the Directorate General for Research and Documentation of the European Parliament was asked to produce a study of the effects, in 1973, on the UK of membership of the EEC. The work was undertaken by officials of the Directorate General and submitted to the political groups in the Parliament who had requested it, in July 1974. Since this original task was completed the Directorate General has endeavoured to take account of all major developments in the Community and has applied these in this up-dated assessment of their effects on Britain. The overall plan of this study is designed to deal with the various spheres of Community activity in turn and is based on the framework adopted by the EEC Commission in its annual general reports, particularly the seventh report for 1973. This scheme not only facilitated the internal distribution of the work among the various authors, but also had the great advantage that readers requiring further detailed factual information could refer to the general reports. The introduction is a short survey of the whole field, with the emphasis being given to agriculture. Chapter one, political and budgetary matters, is composed of two sections: effects in the political and institutional field followed by budgetary matters. The functioning of the Common Market is the topic covered by chapter two. Its two sections are subdivided: section one, the achievement of a Common Market; section two, competition policy, fiscal policy and consumer policy. Chapter three examines the development of common policies; this includes economic, monetary, regional and social policies. The second section of chapter three, sectoral policies, analyses the CAP, technology and industry, energy and transport. The final chapter deals with both EEC-UK trade relations and also EEC relations with other countries. This study is well documented and contains much useful data.

Date Marketing of Food: Steering Group on Food Freshness Interim Report. Ministry of Agriculture, Fisheries and Food. (50 pages. HMSO. 1974. £0.51. ISBN 0 11 240830 3.) The Steering Group was appointed in February 1973 to continue the work originated by the Food Standards Committee but in the wider context of food freshness generally. The principal recommendations embodied in this report are that a regulated system of open-date marking of food should be introduced, that the outer containers should be legibly marked with a 'sell by' date, and, for foods with a short life, storage instructions should be given. Other recommendations are also made and the total sum of the report reflects the wider information now available about date-marking procedures through the experience gained to date by the operation of voluntary coding systems and experiments.

Report on Fresh Food Reference for the period July to December 1974. Price Commission. (40 pages. HMSO. 1974. £0.55. ISBN 0 11 700284 4.) This report describes the way in which the Price Commission has discharged its functions between July and December 1974 in dealing with the reference on Fresh Food Prices. This reference was given to the Commission by the Minister of Agriculture, Fisheries and Food on 20 September 1973 under the provisions of paragraph 2(2) of Schedule 1 to the Counter-Inflation Act 1973. This latest report was submitted on 25 February 1975 and it was decided that it should be published. Under the terms of this reference the Commission were asked to keep the prices of fresh foods under continuous review and to make regular reports on prices and margins. This particular publication is principally concerned with fresh food prices and price movements between July and December 1974. although some general conclusions have been drawn for 1974 as a whole.

Negotiating on Non-Tariff Distortions of Trade: the EFTA precedents, by Robert Middleton (195 pages. Macmillan. 1975. £7.00. ISBN 0 333 16936 0.) Prepared for the Trade Policy Research Centre by the assistant secretary-general of the International Organisation for Standardisation, this study investigates the various types of non-tariff distortions of competition. The author suggests that the negotiating committees at present engaged in drawing up codes of principles and guidelines on non-tariff measures, under the auspicies of the General Agreement on Tariffs and Trade should consider policies successfully employed by the European Free Trade Association. The various types of non-tariff distortions encountered by EFTA are reviewed, including measures which artificially promote trade and others which distort conditions of competition and either increase or decrease trade, in addition to those which act as barriers to trade. These categories include quotas, public procurement policies, government subsidies and technical standards. Techniques adapted for the modification and elimination of such distortions are analysed and an assessment made of the relevance of the EFTA precedents for regional and global trade co-operation. The study thus provides some of the only original empirical evidence available in this relatively unexplored area, by which the effectiveness of various negotiating procedures may be evaluated.

Us or them on service.

We treat you like we want you to come back again.

Our location gives you superior cost advantages over any other port on the U. S. east coast. We're 200 miles closer to the U. S. industrial mid-west. Our facilities, including our container handling equipment, are the most modern available.

But a well-run port offers you still more—namely, service.

Want statistical facts or other helpful information? Tell us. We'll rush them to you. Want cargo information? Call us. You'll get fast answers. We have 18 service specialists located in the world's major trading centers—more, in fact, than any other U. S. east coast port.

It's your choice. Us or them. Make it Baltimore. We don't think you'll find a more cooperative port on the whole U. S. east coast.

Port of Baltimore

Maryland Port Administration

19 S. Charles St. / Baltimore, Maryland 21201

BALTIMORE: John F. Halloran, regional manager
19 S. Charles Street / Baltimore, Maryland 21201
(301) 383-5753 / Cable: MARPORT / Telex 710-234-1075.

BRUSSELS: David K. Tosic, manager
H. Frank Vonderach, assistant manager
Shell Building / 60 Rue Ravenstein / 1000 Brussels, Belgium
5-13.01.49 & 5-13.54.05 / Cable: MARPORT / Telex 26862.

LONDON: Kenneth L. Newton, manager
*Stanley G. Armstrong, assistant manager
Moor House, 119 London Wall / London, England EC2Y 5ET
01-638-8330 / Cable: BALTPORT / Telex 888711
*Birmingham and Northern England.

Britain

A Saturday morning on Clydeside

Scottish suppliers invited to see what goes into the making of a Marathon-built oil rig

An unheralded but unusual event took place on industrial Clydeside on a Saturday morning in early April. About 250 directors, managing directors and senior executives of Scottish firms sacrificed their weekend golf, garden tending or other leisure activity on a dry but chilling day to clamber over an exposed, near-completed oil-drilling rig.

This was not, as one might be forgiven for assuming, a new form of Outward Bound course for businessmen. The people present had been invited to Clydebank by the Marathon Shipbuilding Co. (UK) Ltd. to see for themselves what goes into the making of a mobile, self-elevating, or jack-up, drilling rig.

The guests had not been enticed to the yard by the prospect of generous entertainment. Marathon made no pretence of being the lavish host, but neither had the company charged for admission – and the occasion had been arranged for the benefit of the invited guests. Marathon was not selling, and could be buying – indeed, this was the purpose for throwing open the yard doors on a Saturday morning. In effect, Marathon was saying: 'This is what we need for a rig; can you supply it?'

The event had been arranged by Marathon, in co-operation with the Scottish Office of the Departments of Trade and Industry and the Offshore Supplies Office.

Other than the legs and the corner posts, the bulk of the steel – worth in total about £500,000 – which formed the structure of the rig had, as one would expect for a Clyde-built product, been supplied by Britain. John Allison, Marathon's managing director on the Clyde and an American, paid tribute to the service he had received from the British Steel Corporation.

John Allison (left), managing director of Marathon at Clydebank, with John Warne, the Departments of Industry and Trade Director for Scotland, on the offshore rig *Al Ittihad* during the Marathon 'open' day.

However, of the remaining physical attributes of *Al Ittihad* (the 'Union'), to give the rig its proper identity, British manufacturers could claim credit for only a relatively small proportion. And yet there are winches, cables, tables, switchgear, generators, chairs, cabinets, washbasins, compressors, drinking fountains, laundry equipment, transformers, metal decking, a telephone exchange, shower units and a host of other items which are common to many industrial and commercial activities and whose manufacture should be familiar to numerous British enterprises, particularly in traditional shipbuilding areas, such as the Clyde.

Anything and everything that goes into the making of a mobile oil rig is not, of course, a ready sell for a British manufacturer. There are certain 'fixtures and fittings' on a rig for which British firms would find it extremely difficult to compete. The manufacture of the drilling equipment is a near preserve of a small number of specialised companies which have acquired considerable expertise in this sphere since the early days of the oil industry.

Also, in the case of Marathon, the international organisation has developed its own specialised manufacturing capabilities in the United States for some of the components of the rigs built in its two yards in the USA, the one in Singapore and at Clydebank. Marathon, for example, makes its own jack-up machinery, including the gears and motors, the 'rack' on which the rig is raised and lowered being supplied to them by a sister company in lengths of about 30 ft. for welding together to form the legs. In addition, there is in the USA a small number of companies, such as General Electric, which have been offering to the offshore industry specialised package generator/transformer/switchgear deals.

Deliver at required time

Nevertheless, there still remains a large area wide open to British manufacturers. John Allison revealed that shipping charges represent on average about 15 per cent of the cost of imported items, and so price should not prove a formidable obstacle for British firms. But price is not necessarily the dominant factor which decides which product or service is chosen. Mr. Allison stressed that, although by present-day standards an oil rig is not a highly technically advanced or involved structure, its construction is a complicated operation which necessitates that the component parts are ready and available when required. As a result, ability to deliver at the required time and a reputation for keeping to the promised delivery dates are extremely important considerations when deciding on the choice of a supplier. Marathon can build rigs in under six months, but to obtain the most efficient use of the work force and production facilities their construction is usually phased over about 12 months.

Al Ittihad is the third jack-up rig to be built so far by Marathon on the Clyde and, like her two predecessors and all the other rigs at present on order at the yard, is for export. The yard has not geared itself for the North Sea market specifically, al-

Al Ittihad, the oil rig thrown 'open' to British suppliers, in the fitting-out basin in Marathon's Clydebank Yard during early April, before leaving on the first stages of her long journey to her station in the Arabian Gulf.

though one of the rigs built is presently drilling in Dutch waters of the North Sea. Although having a total steel weight of about 4,000 tons, *Al Ittihad* is by no means the largest of the rigs built by the company, and yet she still represents an investment by her owners of about $15 million, or nearly £6 million. She is owned by the National Drilling Company, of Abu Dhabi, a joint venture enterprise in which the Government of Abu Dhabi has the major interest, sharing ownership with private Scottish interests, who will initially be supervising exploration work when the rig begins drilling this summer.

It is believed that this is the first time an offshore jack-up has been owned by Arab interests in the search for Arab oil offshore. *Al Ittihad*, with 270 ft. of leg, is destined for the calmer waters of the Arabian Gulf after being towed from Scotland. Measuring 203 ft. long, 168 ft, broad and 22 ft. deep, the rig will provide the offshore home for a work force of 82 men, about 60 per cent of whom will be Arab nationals.

Of the £6 million invested in *Al Ittihad*, about £1.5 million represents the value of all the drilling equipment, including power units, which has been specified by the owners. Of the balance of £5 million it is understood that between £1.25 to £1.75 million is taken up by labour and overheads. The steel content, for which Britain was the major supplier, has already been mentioned, but there was also a further £500,000 or so spent in this country on 'hardware', or miscellaneous equipment and fittings. A proportion of the equipment was supplied by Marathon's parent company in the USA, but it shows that there is scope for British firms to increase their contribution to the yard's oil rigs.

That there is a desire on the part of British manufacturers to play a bigger part in the offshore industry was evident on the Saturday morning at Marathon. Well before the appointed time of 10 a.m. there were at least 150 guests already waiting, keen to see what goes into the making of a mobile, self-elevating oil-drilling rig. Marathon had to hurriedly arrange an earlier start to its inspection tour programme. The total of more than 250 people who attended the event represented at least 200 Scottish firms.

As any businessman knows, a desire alone for orders is no guarantee of success. To compete for this business British firms must be prepared to meet, and keep to, the terms on which the products and services are required. As already mentioned, although price is a prime consideration, delivery is of paramount importance. Heavy penalties are imposed by owners on rig builders for failure to deliver by the contract date, and so companies such as Marathon must be able to rely on their suppliers.

The rig builder must also be able to rely on getting what has been ordered. Electricity supply on rigs built by Marathon is usually 240/280 Volts 60-Hz, and any electrical equipment supplied must comply with this specification. Despite assurances that one piece of equipment from a British manufacturer would be for 60-cycles supply, when it arrived it was designed for 50 cycles. This sort of occurrence does not encourage Marathon to place repeat orders.

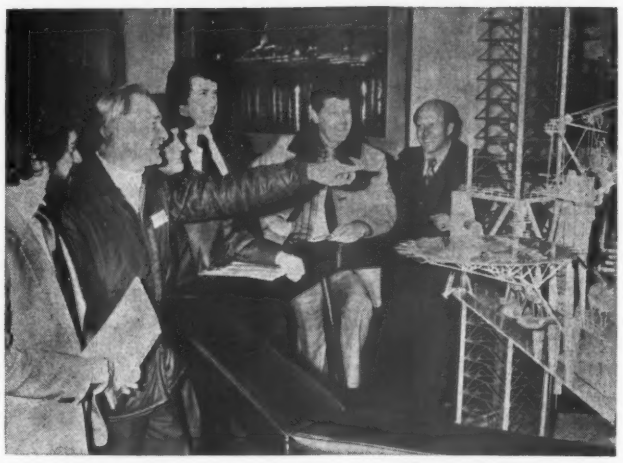
Another aspect of life in the offshore industry is that, if a piece of equipment fails on board a rig in operation, the engineer is not going to find a service centre round the corner. By the very nature of their work, rigs are tiny remote man-made

islands, many miles from civilisation: for this reason owners are happier if the equipment on board is of well-proven and tried design. However, if a failure should occur, owners sleep easier if they know that maintenance and service facilities are not too distant from the rig. Days when rigs are not working are expensive days for owners.

Of all equipment on board a rig, British manufacturers would probably find it easier to capture orders for items specified by the builder rather than those supplied at the request of the owners, which tend to be the more specialised equipment, such as that used in the actual drilling operation. It is, of course, difficult to anticipate when an owner is likely to place an order for another rig or two, and so an equipment manufacturer must be content with asking owners to consider his company as a potential supplier when next a rig is being ordered.

To be accepted as a reliable supplier by Marathon could provide entry for a British manufacturer into a wider market than that presented by the activity at the Clydebank yard. At any one time there could be up to five rigs building or on order with Marathon on the Clyde, but at the company's other yards in the USA and Singapore there could be a further 15-20 rigs on the order books. If a British manufacturer can compete on price, delivery and reliability, there is the potential prospect of orders for rigs built outside the United Kingdom. Marathon has also undertaken research into the use of jack-up platforms for oil production work. At present the Clyde yard is engaged on firm work for a further three rigs with strong prospects for more orders to follow shortly.

Scotland has within less than a decade become very much involved in the offshore industry. A recent survey conducted by the Department of Industry into oil-related employment in Scotland, covering 551 units (not companies, some of which may have several units involved), showed that there were about 24,000 people (on an 'hours worked' basis) directly employed on North Sea oil-related work. It has been estimated that there are another 2-3,000 directly engaged in such work in companies which have still to be identified as being involved to some degree in this activity. In addition, it is thought that there could be a further third-to-half as many again employed in jobs created indirectly by the new offshore industry. It is concluded, therefore, that the overall employment impact on the Scottish economy of North Sea oil activity might be of the order of 35,000-40,000.



Some of the Scottish suppliers view a scale model of a jack-up rig in Marathon's model room during the 'open' morning. Pointing out details of the rig is David Tinto, piping design section leader with Marathon, while in the background (right) is James Berg, administrative manager of the organisation's UK company.

Judging from the reactions of many of the guests who attended the Marathon 'open morning' there could be a further boost in the numbers of those in Scottish industry making a direct contribution to the growing offshore industry. A typical reaction was that of Mr. G. G. Nelson, joint managing director of Roban Furniture Ltd., of Cumbernauld. His company makes various items of furniture, such as tables, chairs, beds and fitted cabinets. Until his visit to *Al Ittihad* Mr. Nelson had not made an approach to Marathon, but there was no doubt about his reponse to the opportunity presented to him. Having seen the furniture in the crew accommodation he was emphatic that his company could provide all of the furniture items on view in a quality at least as good as that on show.

A 'nice piece of iron'

John Allison, of Marathon, expressed considerable satisfaction at the response of Scottish industrialists to the occasion, but he added that a true valuation of the success of the venture would not be known for at least a month or so, when it would be seen how many of the Scottish companies had made a serious attempt to convert interest into firm business. If it should prove to have been a success from the company's consideration, Marathon might well be encouraged to stage a similar event for the benefit of other British suppliers during the completion phase of future rigs.

It seems reasonable to assume that in a country with centuries of experience in the fitting and equipping of ships there must be much it can offer the new and expanding offshore industry. An American in charge of the derrick installation programme on board *Al Ittihad* was reported as commenting on the rig at the naming ceremony – held the day before the 'open morning' – as a 'nice piece of iron'. For an offshore oilman such an expression was praise indeed and augers encouragingly for the continuing prosperity of the British offshore industry, and the Marathon yard in particular.

The Association of Certified Accountants
(Incorporated by Royal Charter)

Understanding Accounting and Finance

Ten-month part-time courses for Engineers, Managers, Chemists and other Professional People

As a member of the management team you need an understanding of financial management and planning accounting and an insight into taxation.

Acquire this expertise by studying for the Certified Diploma in Accounting and Finance (designatory letters C.Dip.A.F.) an examination conducted by the Association of Certified Accountants, specially designed for non-accountants.

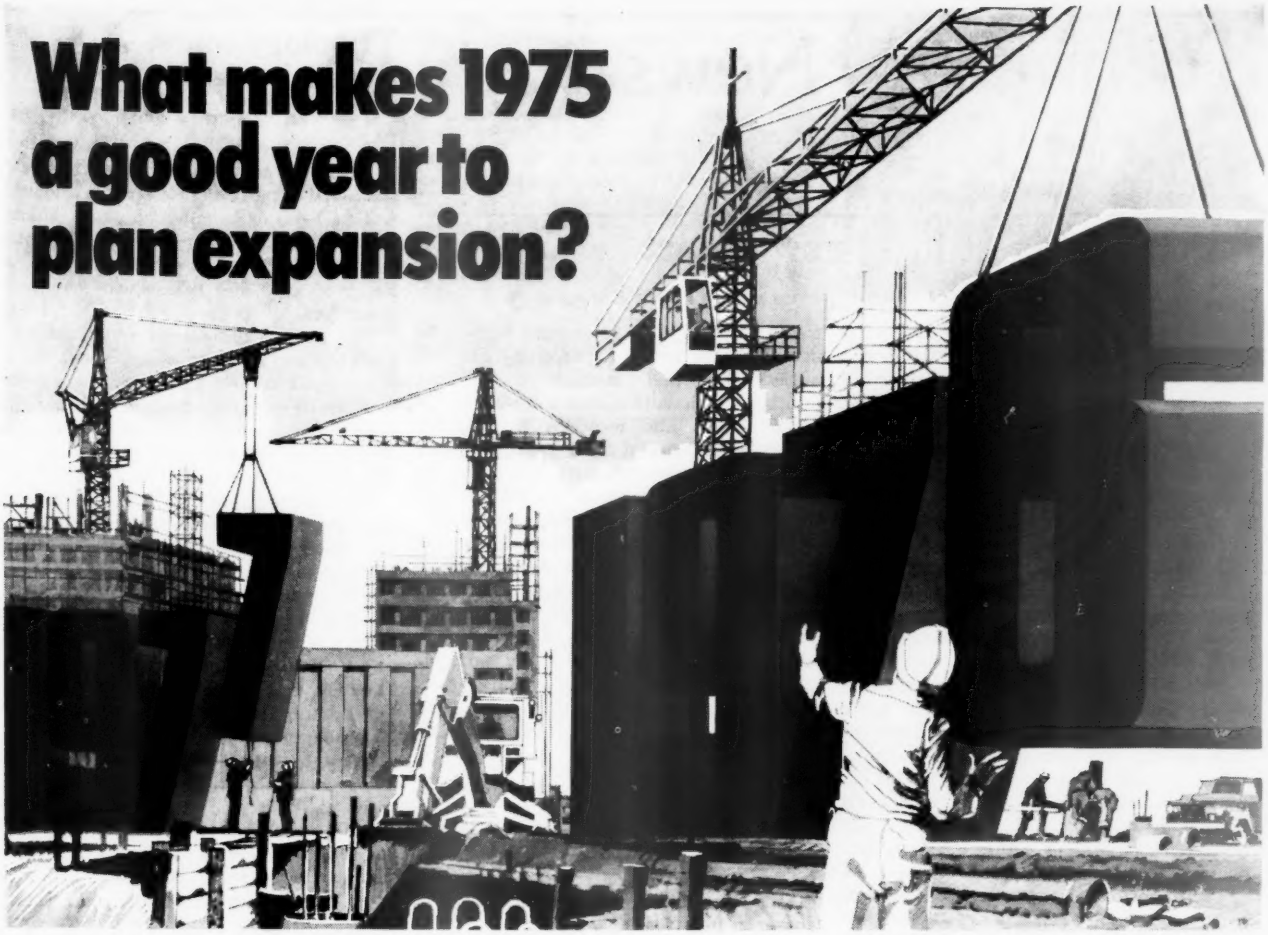
Many professional people have already received the Diploma Scheme with enthusiasm, and it has been described by a Chartered Engineering Institution as '... invaluable for planning, controlling and measuring business in financial terms. ...'

Study part-time at polytechnics and colleges of technology, or by the Association's own correspondence course backed by a five-day full-time seminar.

For further details write to:

The Secretary, Certified Diploma Scheme (BT1),
Association of Certified Accountants,
22 Bedford Square, London WC1B 3HS. 01-636 2103.

What makes 1975 a good year to plan expansion?



It can take at least a year to turn expansion plans into sites, new factories, plant and machinery. So *now* is the time to start.

The Areas for Expansion provide the opportunity to turn that start into reality.

Because in the Areas, we can help with cash, expert advice and the space for efficient expansion.

WHY THE AREAS FOR EXPANSION MEAN A BRIGHTER FUTURE

Expansion in the Areas will mean you'll qualify for substantial financial help. There are grants of up to 22% on new buildings, plant and machinery, interest relief grants or loans on concessionary terms.

This help applies to businesses expanding in the Areas for Expansion, just as it does to firms moving into an Area. And these may also qualify for substantial help towards their removal costs.

If you want a quick start the Areas have ready-built factories. Or there are many sites for purpose-built premises to meet your specific needs.

There's a wide choice of locations too, served by a comprehensive transport network so you can decide which one meets the requirements of all your markets.

So the Areas for Expansion really do offer you a wide range of opportunities.

HOW OUR EXPERTS CAN HELP YOU PLAN AHEAD

Preparing to expand needs practical help; and our Industrial Expansion Teams are ready to give you that help.

Because of their extensive local knowledge, they can help you find the best location and also help you avoid mistakes that could prove expensive later.

They'll discuss your plans in detail, show you round the Area you choose, and help arrange the financial assistance.

This service is free and confidential.

A PLACE FOR YOUR FAMILY

When you start thinking about a move to another part of the country you will be choosing a new home and a new environment for your family. The Areas for Expansion offer:
a wide variety of housing, good shopping centres, first class education facilities, excellent leisure opportunities in areas of outstanding beauty, in fact meeting family needs for all your family.

SERVICE INDUSTRIES AND THE FUTURE

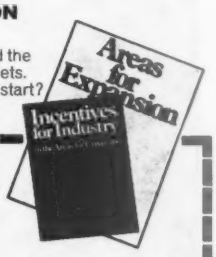
Company offices, research and development units and service industry undertakings can also benefit from a move into the Areas for Expansion.

They can get up to five years rent-free office space, and generous removal grants.

HOW TO GET TIME ON YOUR SIDE

Call us *today* or send the coupon for our free booklets.

How about that for a start?



Headquarters.
London, tel: 01-211 6486
24-hour answer-service for booklet enquiries only – 01-834 2026

ISSUED BY THE DEPARTMENT OF INDUSTRY

Scotland. Glasgow, tel: 041-248 2855

Wales. Tel: Cardiff 62131 (STD code 0222)

Northern Region. Tel: Newcastle upon Tyne 27575 (STD code 0632)

North West. Manchester, tel: 061-236 2171

Yorkshire & Humberside. Tel: Leeds 443171 (STD code 0532)

East Midlands. Tel: Nottingham 46121 (STD code 0602)

West Midlands. Birmingham, tel: 021-632 4111

South West. Tel: Plymouth 21891 (STD code 0752) or Bristol 291071 (STD code 0272)

London & South East. London, tel: 01-212 6343

Eastern Region. London, tel: 01-212 0289

Northern Ireland. Tel: Belfast 34488 (STD code 0232) or London 01-493 0601

To: The Industrial Expansion Team, Department of Industry, Millbank Tower, Millbank, London SW1P 4QU

Please send me full details of the benefits available in the Areas for Expansion

Name_____

Position in Company_____

Company_____

Nature of Business_____

Address_____

The Areas for Expansion T12/5G

Technology News

Nuclear ship study – new report

A new report updating the 1971 Report on the Nuclear Ship Study was published this week. It reaches the broad conclusion that although there is no definitive evidence that nuclear propulsion is economically superior to conventional means of propulsion, the weight of evidence undoubtedly now favours nuclear propulsion, particularly for container ships.

The report was prepared by an inter-Departmental group led by the Department of Industry. It used the same premises and methods adopted for the earlier report but without any further formal discussions being held with industry.

The 1971 Report had recommended that no Government assistance should be made available for a nuclear-powered merchant ship; the new report makes no recommendations. The main uncertainties affecting its conclusions relate to the future price levels of fuel, both bunker oil and nuclear, and the effects on costs of additional safety and operating requirements yet to be formulated.

The report also concludes that the UK has the potential capability to build nuclear merchant ships and to design and develop the reactor 'but there may be advantage in collaborating with a country which has experience of operating an experimental prototype'. Britain would have a great deal to contribute to a multi-national project, particularly in the fields of reactor manufacture and the provision of fuel. By whatever means a nuclear ship programme were to be undertaken it would be necessary for UK nuclear industrial interests to become associated with shipbuilders and shipowners.

The report also mentions that further studies, which should assist industry in any assessment of the prospects for a nuclear merchant ship, have been commissioned by the Department and the Ship and Marine Technology Requirements Board. These will include the establishment of the appropriate design of reactor and its design parameters; the appropriate type of merchant ship for nuclear propulsion related to the expected pattern of world trade and the probable costs and benefits to the UK and to UK industry generally. The results of these studies should be available towards the end of the year.

Second Report on the Nuclear Ship Study published by HMSO, price 95p.

Progress with the 50,000 lb thrust RB.211

Excellent progress is being made with the development of the 50,000 lb. thrust Rolls-Royce RB.211-524 engine. This engine gives 19 per cent more take-off thrust than RB.211s which entered service in 1972 powering medium-range Lockheed TriStar airliners. A bench development RB.211-524 engine recently completed a 150-hour endurance test at the turbine entry temperature required for its airworthiness certification at 50,000 lb. take-off thrust. Subsequent inspection of the engine showed that the critical hot end components were in excellent condition.

The development programmes for the RB.211-524 for use in the Lockheed TriStar are fully funded with costs being shared by Rolls-Royce and the Department of Industry. Production of -524 parts started early this year for the engines which will power long-range TriStars ordered by Saudi Arabian Airlines. The RB.211-524 will be certificated this year and the first production engines of this type will be delivered in 1976.

In addition to powering long-range versions of the Lockheed TriStar the RB.211-524 is also suitable for installation in Boeing 747 and A300B European Airbus airliners; design work is being undertaken for the Boeing 747 application. Engines for long-range TriStars will enter service at a take-off thrust rating of 48,000 lb. maintained to an air temperature of 84°F.

The 50,000 lb. thrust Rolls-Royce RB.211-524 engine being installed in a testbed prior to a development test run. Over 1,600 hours of testbed running have been completed with seven development engines and deliveries of production RB.211-524 engines will begin in 1976.

Tribology course – dynamic seals

A one-day course on 'Dynamic Seals', sponsored by the National Centre of Tribology will be held at Solihull Civic Hall, Homer Road, Solihull, on 24 June 1975. This is a repetition of the four previous courses held at Risley in 1973 and 1974 which were over-subscribed.

The aim of the course is to familiarise engineers and designers with the functions of the various main types of seals and their methods of operation. Seals for rotating and reciprocating shafts will be covered, together with guidance on their selection and application. A set of notes will be issued.

The lecturers, acknowledged experts in applying their know-how to real life problems are Dr. P. D. Swales, Lecturer in Fluid Dynamics, Mechanical Engineering Dept., University of Leeds; Mr. K. R. V. Lock, Chief Engineer, Crane Packing Ltd. Dr. E. T. Jagger, Fluid Seal Division, George Angus and Co. Ltd; Mr. J. A. Stephens, Technical Director, Trist Mouldings and Seals Ltd.

Like the three previous courses on 'A general approach to bearing design', 'Rolling element bearings' and 'Dry bearings', this course is aimed at helping the practising engineer. The course fee, which includes luncheon and refreshments, is £18 exclusive of VAT. Programme and application forms are available from: National Centre of Tribology, United Kingdom Atomic Energy Authority, Risley, Warrington, WA3 6AT. Telephone 0925 31244, ext. 2640 or 3522.

Refuse research at Warren Spring Laboratory

A new prototype plant designed to process domestic refuse for reclamation of reusable materials, recovery of energy and materials from a wide range of scrap and waste (see *Trade and Industry* 3 October 1974) and offensive odour research will be featured on four open days at the Department of Industry's Warren Spring Laboratory, Stevenage.

These open days will be from Tuesday 17 June to Friday 20 June when the Laboratory will be open from 10.00 am to 4.30 pm.

The aim is to give industry, research associations and local authorities an opportunity to see the Laboratory, which has a programme covering both industrial and environmental technology.

Other examples of the Laboratory's current programme of work on display will include many aspects of reclamation and recycling; bulk materials handling; mineral processing; metals extraction; systems development; control engineering; on-line analysis; catalysis; marine and air pollution. The expertise of WSL staff and facilities of the Laboratory are available on a repayment basis for contract research.

Choose a job – by computer

Computers may well help people choose their careers if an experiment being conducted by the Government's Employment Service Agency proves successful.

An 'on line' computer system is on a three-month trial at Edinburgh occupational guidance unit, helping guidance officers to advise young people about to take up a career or more mature people faced with the need to change careers. The system, known as the Job Ideas and Information Generator, was developed by Dr. James Closs at the University of Edinburgh. There are two data files operated on by a computer program – a job file and a person file.

In the job file, information about more than 500 careers and their requirements is stored. After an interview the occupational guidance officer is able to 'match' a person to a type of job by feeding his personal details into the computer. The client and job profiles are then compared and suitable occupational areas are shown on a visual display unit.

Alex Thomas, a senior psychologist in the Agency's London head office who is organising the trial, says that this is the first time the idea of using computers as an aid to guidance has been applied to an adult setting – the other systems are school-based.

The occupational guidance unit is linked to the Edinburgh Multi Access (Computer) System (EMAS). EMAS is operated by the University of Edinburgh and is used for a variety of experimental purposes.

Postgraduate training and research

The Science Research Council's Polytechnics Committee was originally set up to advise the Council on postgraduate training in the polytechnics. Now, at the end of their first year, the terms of reference have been enlarged to include research. The Council wishes to consider whether special support should be introduced to allow the polytechnics to develop a national role in postgraduate training and research. The Committee's terms of reference will now include advising the Council, through the Engineering and Science Boards, on policy towards the support of research and training in polytechnics. It will also involve considering proposals for advanced courses and awarding Advanced Course Studentships to polytechnics in consultation with the subject committees. The Committee will advise on the allocation of studentship quotas and the awarding of research studentships to polytechnics, and award grants and encourage in the polytechnics collaborative and interdisciplinary research.

If the Committee considers special action is needed, it will advise the Council on the types of research and training to be encouraged and suitable procedures for supporting them. The Committee has been allocated £100,000 so that it can begin its work. It is emphasised, however, that applications for the normal type of SRC research grant, whether they come from polytechnics or universities, will be considered in the usual way by the appropriate subject committees and application should not be made to the Polytechnics Committee without first consulting SRC.

In addition, a project officer has been appointed to assist the Polytechnics Committee in its task. He is carrying out a series of visits to polytechnics in order to help the Committee gather information and views on which to base its actions and its advice to the Council.

Post Office increases cable capacity

Marconi Communication Systems Ltd. has made a further sale of £1.9 million of pulse code modulation equipment to the Post Office.

The present contract calls for the supply of Marconi type U1310 equipment for use in the London, South Eastern, and Northern Ireland Telecommunications Regions. Over £1 million of this is destined for the London Region to be used mainly at the new sector switching centres which are being established around the periphery of the city to ease the telephone switching load in central London.

The contract also calls for the supply of a quantity of equipment designed to protect PCM line systems from high induced voltages, such as those caused by lightning. This will be used in areas like Scotland and Wales where lightning is prevalent.

The Post Office was one of the first authorities to appreciate the advantages of PCM, ie its ability to increase telephone circuit capacity without the expense and inconvenience of laying new cable ducts or new cable, and, at the same time, to integrate economically with other modern communication techniques like high speed data transmission and digital switching.

Basically PCM is a digital transmission system which makes it possible to increase the capacity of existing telephone cables by up to 24 times. Once the equipment is installed, this means that up to 24 telephone conversations can go down one wire.

New awards for marine engineers

Two new awards have been announced by the Institute of Marine Engineers. These are The WW Marriner Extra First Class certificate prize, consisting of a £100 award available each year for the candidate gaining the highest marks in the examination for the Extra First Class Certificate for engineers; and The Stanley Gray award by which £1,000 will be offered annually for achieving distinction in a marine technology subject.

Dr. Leon Poller, consultant haematologist at Withington Hospital, Manchester, holds a test tube containing his 'Manchester Reagent' for measuring the blood-clotting time of thrombosis sufferers. Dr. Poller, who spent 15 years developing the reagent and establishing a safe clinical treatment system for the administration of anticoagulants, has now had his laboratory recognised as the World Health Organisation Centre for Reference and Research into Anticoagulant Control Reagents. The standard test and the reagent itself, combined with the improved techniques for treating thrombosis is now available throughout the world. Tests are carried out by giving a patient a small pinprick, taking the blood sample and using the 'Manchester Reagent' with a calculating machine. A reading is given within seconds enabling the haematologist to precisely prescribe the exact amount of anticoagulant for each individual patient. Prior to Dr. Pollar's breakthrough there was no world standard for the assessment of the amount of anticoagulant required.

International meeting on measuring radiation doses

Scientists from 13 countries were at the Atomic Energy Research Establishment at Harwell testing and calibrating dosimetry systems used to measure personal radiation doses which might be incurred in nuclear accidents. This meeting, which began on 7 April and ended on 19 April, was the fourth of its kind to have been organised by the International Atomic Energy Agency since the series started in 1970.

Nuclear safety is a matter in which international co-operation has always been regarded as vital. It is particularly important that the ways in which radiation doses are measured in different countries should give results that are readily comparable with one another. To achieve this, the dosimeters used must all be calibrated by reference to an agreed set of standards. The object of the Harwell meeting was to give scientists a practical opportunity to bring this work up to date.

Parliament

Monday, 21 April

Ministers at the Department of Industry

Secretary of State for Industry: Anthony Wedgwood Benn
Minister of State: Lord Beswick
Parliamentary Under-Secretaries of State: Gregor MacKenzie
Michael Meacher

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection:
Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

Automatic mail sorting

Mr. Ralph Howell (North Norfolk) asked the Secretary of State for Industry what was the anticipated annual saving in wage and salary costs which would accrue to the Post Office once the automatic mail-sorting equipment bought for £3 million over the past five years was brought into operation; what progress had been made between the Post Office and the Union of Post Office Workers on a resumption of the mechanisation programme; and how soon the equipment was now likely to be operational

Mr. MacKenzie replied that details of the savings of particular aspects of postal mechanisation were a matter for the Post Office. However, he understood that the equipment in question formed only part of a national mechanisation programme for introduction over several years and therefore savings could not be meaningfully assessed until this had been completed. An agreement on a resumption of co-operation in mechanisation had been reached between the Post Office and the executive committee of Union of Post Office Workers subject to ratification by the Union's conference in May.

Telephone exchange equipment contracts

Mr. Dennis Canavan (West Stirlingshire) wanted to know how many telephone exchange equipment contracts were currently overdue on their original completion date.

Mr. MacKenzie answered: 'The Post Office tell me that information based on original completion dates is not readily available. Some contracts have been renegotiated, and it is against completion dates currently in force that delay is measured. On this basis, 410 contracts (23 per cent) are subject to supplier delay, over half of which are now overdue.'

First class postage

Mr. Arthur Lewis (Newham North West) asked the Secretary of State for Industry, why he would not give a general direction to the Post Office that they should operate a system of repaying full first class postage rates to those recipients of letters which were known to be delivered in periods of more than two days from date of postage.

In reply Mr. MacKenzie said that it was for the Post Office, under Section 28 of the Post Office Act 1969, to determine the charges and other terms and conditions applicable to the services provided by it. The Post Office aimed to deliver first class letters on the next working day after posting; but it did not and could not guarantee to do so.

Postage revenue on printed matter

Mr. Guy Barnett (Greenwich) wanted to know how much revenue had been received by the Post Office in the past financial year from charges on the postage of books and printed matter to Commonwealth countries.

Mr. MacKenzie replied that the information as requested was not available, but for overseas surface printed papers as a whole the revenue for 1974/75 was estimated on the basis of 10 months' figures at between £13 and £14 million.

Steel plant closures

Mr. Ralph Howell asked what was the estimated cost to the British Steel Corporation, in each of the next five years, of the deferment of steel plant closures announced in February.

Mr. Meacher answered: 'I do not believe that the British Steel Corporation will suffer any significant financial penalty as a result of the deferments of closures announced on 4 February. The estimates of additional costs which have been cited in the House and elsewhere do not take account of the revenue from sales of the products to be made by the works concerned while they remain open. Any estimate of future profit or loss at each individual plant must depend on assumptions, about costs of raw materials, prices, market outlets, etc., and is a matter for the Corporation.'

Sheffield special steels industry

Mr. Frank Hooley (Sheffield, Heeley) wanted assurance from the Secretary of State for Industry that he would use the Industry Act 1972, or other means at his disposal, to ensure adequate investment in the special steels industry in Sheffield.

In response, Mr. Benn said: 'I am prepared to use the powers available to me to help desirable investment in the special steels industry in Sheffield, and I, and my Department, will study carefully any schemes submitted.'

Steelworks redundancies

Mr. Dafydd Wigley (Caernarvon) requested what were the latest estimates of the total redundancies over the next four years at the steelworks at Shotton, East Moors and Ebbw Vale, respectively; and what was the estimate of the residual employment at each of those plants when current rationalisation proposals had been fully implemented.

Replying, Mr. Meacher said: 'Following the Government's review of British Steel Corporation's closure proposals, the proposed closure at Shotton has been deferred until 1980/81, and a study is in progress of the economics of modernising steelmaking there. Shotton will continue to employ at least 6,500, and under some proposals this could be substantially higher. In the case of East Moor, the proposed closure has been deferred to not earlier than January 1980; this will be a complete closure. In the case of Ebbw Vale about 4,600 job opportunities will be lost over the next four years, but the number of redundancies is likely to be lower. After completion of the closures, Ebbw Vale will continue to employ between 4,500 and 5,000.'

Independent steel sector control

Mr. Michael Marshall (Arundel) asked for what purpose the Secretary of State for Industry wished to control investment in the independent steel sector.

Mr. Meacher replied: 'To ensure that future development of the UK Steel industry as a whole is well-balanced and coherent.'

Industry policy and EEC

Mr. Hugh Dykes (Harrow East) asked the Secretary of State for Industry if he would list the limitations which would be imposed on the Government's domestic policies for British industry by continued UK membership of the European Economic Community.

In answer, Mr. Benn said: 'Our industrial policies would continue to be subject to the

relevant provisions of the Rome Treaty in particular the rules relating to competition which apply to undertakings and to state aids to industry. The Treaty of Paris would continue to apply to the coal and steel industries.'

Investment needed

Mr. Nicholas Ridley (Cirencester and Tewkesbury) asked the Secretary of State for Industry, on what evidence he based his estimate that £6,000 million was needed to be invested in British industry.

In answer, Mr. Benn said the estimate was based on the assumption that we would need to double the amount of capital investment per worker employed in manufacturing industry in order to match the performance of our competitors.

Industry Bill

Mr. Giles Shaw (Pudsey) wanted to know how many companies had contacted the Secretary of State for Industry regarding the effects of proposed legislation on the Industry Bill.

'Over 200,' replied Mr. Meacher.

Mr. John Stanley (Tonbridge and Malling) asked what representations had been received from the TUC concerning the planning agreement provisions of the Industry Bill.

Mr. Benn replied: 'I have had a number of valuable exchanges of view with the TUC on many aspects of the Industry Bill, including the question of planning agreements.'

National Enterprise Board

Mr. David Crouch (Canterbury) asked what representations had been received to make planning agreements with the National Enterprise Board compulsory.

'None, Sir,' answered Mr. Meacher. 'There will be no planning agreement between the Government and the NEB nor between the NEB and companies.'

Industry Act aid

Mr. A. G. F. Hall-Davis (Morecambe and Loosdale) asked the Secretary of State for Industry how many companies he had approved, since 1 January 1975, aid under the Industry Act 1972; how many involved grant, loan and equity investment, respectively, and the sums involved in each category.

Mr. MacKenzie replied: 'In general, records of assistance are not kept on a company basis. But in the period 1 January 1975 to 31 March 1975, 237 applications to a total value of £24 million, were approved for loans and grants under Part 2 of the Industry Act, and 34 applications for grants to a total value of £4.2 million under Part 3. 16,685 applications for regional development grants were cleared, involving a total grant payment of £63 million. I will circulate full details in the Official Report.' (See table below.)

Companies for nationalisation

Mr. Neville Trotter (Tynemouth) asked the Secretary of State for Industry, whether he would now publish in the Official Report the information he sought on 24 March 1975 in respect of the location of the towns in which the companies listed for nationalisation in the statement of 17 March had a works or yard and the number of people employed by each of those companies.

Mr. Meacher replied: 'I am in contact with the companies in question and can now publish the following information for companies in the aircraft industry:

Company	Employment (1st quarter 1975)	Location of works with over 100 employees
British Aircraft Corporation	35,687	Bristol, Preston, Stevenage, Weybridge, Samlesbury, Hurn, Warton, Fairford
Hawker Siddeley Dynamics	6,805	Lostock, Hatfield, Stevenage, Chiswick
Hawker Siddeley Aviation	27,195*	Kingston, Dunsford, Brough, Hambie, Broughton, Woodford, Bitteswell, Bracebridge Heath, Chadderton
Scottish Aviation	2,395	Prestwick, Cumnock

* As at June 1974.

I will publish information for those shipbuilding, shiprepairing and marine engineering companies which also give their written consent.'

Boeing 747 and RB211

Mr. Norman Tebbit (Waltham Forest, Chingford) wanted to know if the Secretary of State for Industry would issue a further invitation to Mr. Boullion of Boeing Aircraft Company to meet him to discuss the prospects for fitting Rolls-Royce RB211 engines in the Boeing 747.

Mr. Robin Maxwell-Hyslop (Tiverton) asked what action had been taken to facilitate the offer by Boeing of a version of the 747 aircraft powered by the Rolls-Royce RB211.

Mr. Peter Rost (South East Derbyshire) inquired as to what discussions had taken place with the management of Rolls-Royce Ltd. on their negotiations with Boeing.

In response to the three questions, Mr. Meacher said: 'My Rt. Hon. Friend has said that the Government will support the application of the RB211-524 engine to the Boeing 747 on similar terms to that for the Lockheed TriStar application as soon as a second major order is placed in addition to the requirements for British Airways. He has discussed the matter with Mr. Boullioun and Sir Kenneth Keith on several occasions and is well aware of their views. He has no plans for a further meeting with Mr. Boullioun at the moment.'

European shipbuilding industry

Mr. Anthony Nelson (Chichester) asked what proportion of the shipbuilding industries of Sweden, Denmark, Germany, Holland and France were state owned, according to the information available from international sources.

Mr. Meacher said that, according to his information, about 35 per cent of the merchant shipbuilding industry in Germany and about 20 per cent in Sweden were state-owned. Naval shipbuilding and outfitting were largely state-owned in all the countries mentioned.

Shipbuilding's trading interests

Dr. Rhodes Boyson (Brent North) asked why no details had been obtained of the other trading activities carried on by the companies in the shipbuilding, ship-repairing and marine engineering industries to be nationalised; and would such details now be obtained.

In answer, Mr. Meacher said: 'My Department possesses considerable information on such activities derived from company accounts and in some cases supplied from time to time by companies.'

British Steel Corporation's views

Mr. Peter Blaker (Blackpool South) wanted to know what views had been received from the British Steel Corporation about the desirability of Great Britain remaining in the European Economic Community.

Mr. Benn said he understood that the Chairman and Corporation took the view that it would benefit substantially from continued UK membership of the ECSC.

Scottish Industrial Estates Corporation

Mr. Douglas Crawford (Perth and East Perthshire) requested information on how many people were employed by the Scottish Industrial Estates Corporation.

Total staff and other employees numbered 426, answered Mr. MacKenzie.

Manufacturing industry investment

Mr. Kenneth Baker (City of Westminster, St. Marylebone) asked what estimate had been made of the level of investment in manufacturing industry over the next year.

Mr. Benn replied: 'The intentions inquiry carried out by my Department in November/December 1974 indicated that the volume of investment in manufacturing industry in 1975 would be 7-10 per cent lower than the level then expected for 1974.'

Industry in West Stirlingshire

Mr. Dennis Canavan wanted to know what steps were beeing taken to locate industry in West Stirlingshire.

In reply, Mr. MacKenzie said: 'Since I met my Hon. Friend in February to discuss the problems arising from textile industry closures in his constituency, my officials have continued their efforts to find new occupants for the factory space which has become available. I am glad to say that a tenant has been found for half of the Kilsyth factory.'

APPLICATIONS FOR ASSISTANCE IN THE FORM OF GRANTS OR LOAN UNDER THE INDUSTRY ACT (1972) APPROVED IN THE PERIOD 1 JANUARY 1975-31 MARCH 75

	Loans No.	Amount £	Grants No.	Amount £	Total No.	Amount £
Regional development grants	na	na	16,685	62,983,000	16,685	62,983,000
Regional selective assistance (Section 7)	42	16,830,000	167	7,097,000	209	23,927,000
Wool textile scheme (Section 8)	na	na	28	1,100,000	28	1,100,000
Shipbuilding construction grants (Section 11)	na	na	34	4,168,756	34	4,168,756
Total	42	16,830,000	16,914	75,348,756	16,956	92,178,756

1 The number of applications approved relates to qualifying premises in the case of regional development grants, and to companies in the case of other schemes.
2 No equity investment was approved during the period.
na not available.

EEC aid for Yorkshire and Humberside

Mr. Edwin Wainwright (Dearne Valley) asked what grants had been received from the EEC to help ease the problem areas of high unemployment in the Yorkshire and Humberside region, and if the amount of such aid which had already been received or promised for the immediate future was considered satisfactory.

Mr. MacKenzie answered: 'Grants from the EEC for industrial development are at present only available from the ECSC for readaptation and other purposes. Figures for these are not available on a regional basis. The ECSC and the European Investment Bank have made loans totalling £40.5 million to industry in the Yorkshire and Humberside region. With permission I shall circulate details of these in the Official Report (see table below). The Government is always seeking to obtain as much benefit as possible from EEC membership.'

The following loans have been made under Article 54 of the Treaty of Paris:

	£ million
BSC Scunthorpe	25.75
BSC Templeborough	1.25
NCB Barnsley	1.0
Woodhead Components (Sheffield)	0.5

The following loan has been made by the European Investment Bank:

	£ million
BSC Thrybergh	12.0

UK external trade

Mr. Jim Craigen (Glasgow, Maryhill) requested information on the distribution of UK external trade, both exports and imports, for each of the last 10 years for which figures were available, with the United States of America, Commonweatlh, EEC, EFTA, USSR and Eastern Europe, China and the rest of the world.

In reply Mr. Deakins stated that, using the 1974 classification of areas, the following were the percentage distributions (by value):

Concorde

Mr. Michael McNair-Wilson (Newbury) requested a statement from the Secretary of State for Industry on his meeting with the French Minister of Transport on 25 March about the Concorde project.

In response Mr. Benn said: 'M. Cavaillé and I reviewed the progress made with the Concorde project over the past 12 months. We noted that there is every prospect that Concorde will obtain its Certificate of Airworthiness this year. We agreed that British Airways and Air France would inaugurate their commercial services on the same date. We also reviewed the sales position and the progress of procedures of the United States authorities which will precede the operation of Concorde services between Europe and the United States. We agreed that we would meet in future at least every six months and more frequently if circumstances such as new orders warranted it.'

Electrical vehicle research

Mr. Gwilyn Roberts (Cannock) asked what further information there now was on the progress of research authorised by the National Research and Development Corporation into the development of electrical vehicles and if steps would be taken to speed up this development.

At present the NRDC was not supporting any research programmes on electric vehicles, replied Mr. Meacher, but his Department had commissioned work on the sodium-sulphur battery.

UN Commission on Transnational Corporations

Mr. Frank Hooley (Sheffield, Heeley) inquired if the Secretary of State for Industry would arrange to transmit to the United Nations Commission on Transnational Corporations any submission which the TUC or CBI wished to make.

Replying, Mr. Meacher said: 'Yes. The Commission's terms of reference require it to promote the exchange of views among Governments, inter-Governmental and non-Governmental organisations, trade unions, business, consumers' and other relevant groups through the arrangement, *inter alia*, of hearings and interviews. I am very ready to advise and assist the TUC, CBI or any other interested party wishing to make their views known to the Commission.'

Industry in the North

Mr. Giles Radice (Chester-le-Street) asked if the Secretary of State for Industry was satisfied with the state of industry in the northern region.

Mr. MacKenzie said that regional assistance was designed to improve the state of industry in the Assisted Areas. Powers were being sought in the Industry Bill to re-inforce those measures. In addition the Chancellor has announced the previous special schemes to encourage firms to bring forward certain categories of investment, and to help certain industries with modernisation plans.

Mechanical engineering industry

Mr. Michael Grylls (North West Surrey) asked the Secretary of State for Industry when he next planned to meet representatives of the mechanical engineering industry.

Mr. Meacher replied: 'We are in frequent contact with representatives from both sides of the industry. My Rt. Hon. Friend plans to attend the annual conferences of the Amalgamated Union of Engineering Workers and the Confederation of Shipbuilding Unions in May and June respectively.'

Motor industry and EEC

Mr. David Madel (South Bedfordshire) asked what information was available as to the effect on overseas investment in the British motor industry if Great Britain withdrew from the EEC.

Replying Mr. Benn said that he was aware that the British motor industry considered Europe to be an important market in any circumstances. The effect of withdrawal on inward investment would depend on the terms of continued access to that market.

Company expansion programmes

Mr. Tim Renton (Mid-Sussex) asked what consultations the Secretary of State for Industry had had with leading British companies on the effect on their expansion programmes of withdrawal from the Common Market.

In answer Mr. Benn said that he and his Department had received views from many companies and bodies representative of British Industry on that and other matters relating to membership of the Common Market.

Petrol prices

Mr. Walter Johnson (Derby South) asked the Secretary of State for Prices and Consumer Protection if she would hold an inquiry into the different prices being charged for petrol by garages in various parts of the country.

Mrs. Williams replied: 'Competition seems to be reasserting itself in this market. Garages, like other traders, are free to adjust their prices provided they do not overstep the margin controls in the Price Code. Retail

per cent

	1965	1966	1967	1968	1969	1970	1971	1972	1972	1974
EXPORTS*										
USA (including dependencies)	10.6	12.4	12.3	14.2	12.4	11.7	11.9	12.5	12.2	10.7
Commonwealth	26.2	23.8	22.4	21.1	20.4	19.7	20.6	18.5	16.6	16.4
EEC	26.4	26.2	26.6	27.0	28.1	29.2	29.0	30.2	32.4	33.4
EFTA	11.6	12.0	12.3	11.4	12.1	13.2	12.6	13.8	14.0	13.6
USSR and Eastern Europe	2.4	2.9	3.3	3.6	3.1	3.2	2.8	2.8	2.6	2.6
China	0.5	0.6	0.7	0.5	0.7	0.6	0.3	0.3	0.7	0.4
Rest of world	22.3	22.1	22.4	22.2	23.2	22.4	22.8	21.9	21.5	22.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
IMPORTS*										
USA (including dependencies)	11.7	12.2	12.6	13.5	13.6	13.0	11.2	10.6	10.2	9.8
Commonwealth	28.6	26.2	24.0	22.2	22.1	22.8	21.0	19.0	17.1	14.2
EEC	23.6	25.2	26.5	26.1	25.9	27.0	29.7	31.6	32.9	33.4
EFTA	10.4	10.8	11.4	11.7	12.1	12.6	12.9	14.5	15.0	13.0
USSR and Eastern Europe	3.8	4.0	3.9	3.8	4.0	3.9	3.5	3.5	3.4	2.9
China	0.5	0.6	0.5	0.4	0.5	0.4	0.3	0.3	0.3	0.3
Rest of world	21.4	21.0	21.1	22.3	21.8	20.3	21.4	20.5	21.1	26.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

* These area definitions are based on the 1974 basis.

prices also vary in different parts of the country because oil companies charge according to what zone the garage is in. The Price Commission has recently made an interim report to me on petrol margins in which they comment that when sales are falling 'the only way an individual garage can protect itself is to cut its price' (Motor Fuel Retailers' Margins: An Interim Report, HMSO). The Commission will be making a final report shortly with the results of its more detailed analysis and in the circumstances I do not think any further inquiry is necessary.'

Petroleum exploration licences

Mr. Peter Rost (South East Derbyshire) asked the Secretary of State for Energy if he would make a statement on the granting of 14 petroleum exploration licences to Shell UK Ltd. in Derbyshire, Leicestershire and Staffordshire.

In reply, Mr. Eric Varley, Secretary of State for Energy, said: 'The grant of the licences, covering other parts of Britain as well as areas in the counties mentioned, was announced in the *London Gazette* on 15 April. The licences, which are in the standard form prescribed by the Petroleum (Production) Regulations 1966 as amended in 1972, authorise surface surveys and drilling to not more than 350 metres to obtain geological information about strata. Planning permission, where necessary, must first be obtained. The licences do not permit the extraction of petroleum. They are valid for three years but are renewable, at my discretion, for up to three years more.'

Trade missions to Africa

Mr. John H. Cordle (Bournemouth East) put a series of questions asking if the Secretary of State for Trade contemplated sending trade missions to Nigeria, Dahomey, Ghana, Togo, Sierra Leone, the Ivory Coast, Guinea or Liberia during the year, what steps were currently being taken to study the potential market for British exports to those countries; and if a statement upon the present state of trade between Great Britain and those countries could be made.

Mr. Deakins answered: 'My Rt. Hon. Friend has recently returned from a visit to Nigeria. Over the next 12 months five trade missions sponsored by Chambers of Commerce and Trade Associations and assisted by the British Overseas Trade Board will be visiting Nigeria and several others are under consideration; firm arrangements have been made for two missions to Ghana and another is under discussion; one mission has been arranged for Sierra Leone. The Board have as yet no proposals for missions to Dahomey, Togo, Ivory Coast, Guinea or Liberia but a mission has just returned from Ivory Coast.

'My Department and the Commercial Departments of the High Commissions and Embassies in the countries mentioned are keeping a close watch on the potential for British exports to these markets. A considerable flow of information to exporters about them is maintained through the Export Intelligence Service and other channels. We pay particular attention to new prospects arising from developments such as the publication of Nigeria's Third Development Plan. 1975-80, and the signature of the Lomé Convention.

'The Tropical Africa Advisory Group has recently been re-established to assist the Department and British Overseas Trade Board in the promotion of British exports to all the countries of Tropical Africa. Details of our trade with these countries are published in the *Overseas Trade Statistics*.'

Nation Life liabilities

Mr. Robert Taylor (Croydon North West) requested the latest estimate of the net liabilities of Nation Life.

Mr. Clinton Davis answered: 'The Statement of Affairs required under S.235 of the Companies Act 1948 contains an estimate of the liabilities which shows them, in total, to exceed £25 million. Agreement of the liabilities and the admission or rejection of the resultant claims are primarily matters for the liquidator appointed by the Court. He is seeking the directions of the Court on the bases to be used in making the necessary calculations.'

Mr. Ivan Lawrence (Burton) asked the Secretary of State for Trade if his attention had been drawn to the recent report by 'Justice' stressing the inadequacies of the present bankruptcy laws; and what plans the Government had for their reform.

Mr. Clinton Davis replied: 'Yes, Sir. Its recommendations will be considered. I also refer the Hon. Member to the answer which I gave to my Hon. Friend, the Member for Walsall South (Mr. George) on 24 February 1975.'

Tuesday, 22 April

Foreign direct investment

Mr. Jim Craigen (Glasgow, Maryhill) requested information on the inflow of foreign direct investment into the United Kingdom from the USA and the eight other members of the EEC, and the rest of the world for each year since 1960; and what those figures represented as percentages of total annual overseas direct investment.

In response, Mr. Shore gave the information in the table below:

OVERSEAS NET DIRECT INVESTMENT IN THE UNITED KINGDOM (1)

£ million

Investment by	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973
USA	86	186	95	104	116	151	155	94	208	204	223	283	251	361
Eight other members of the EEC	4	18	2	10	18	15	11	48	26	32	57	37	42	106
Rest of the world	45	32	33	46	28	31	29	28	40	83	74	125	91	215
All countries	135	236	130	160	162	197	195	170	274	319	354	445	384	682
													as percentage of total	
USA	63.6	78.9	72.7	64.8	71.9	76.6	79.3	55.3	76.0	64.1	62.9	63.7	65.5	53.0
Eight other members of the EEC	2.7	7.6	1.9	6.3	11.3	7.4	5.7	28.2	9.5	10.1	16.3	8.3	10.9	15.5
Rest of the world	33.7	13.5	25.4	28.9	16.8	16.0	15.0	16.5	14.5	25.8	20.8	28.0	23.6	31.5
All countries	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

(1) Excluding oil and insurance

Mineral rights legislation

Mr. David Mudd (Falmouth and Camborne) asked the Secretary of State for Industry what plans he had to bring forward mineral rights legislation.

Mr. Meacher answered that there were no plans to bring forward legislation on that subject during the current session.

British Steel employment

Mr. Roy Hughes (Newport) wanted to know if the Secretary of State for Industry had had any recent discussions with the British Steel Corporation concerning employment prospects in the industry.

In reply, Mr. Meacher said his Department was keeping in close touch with the situation. The Minister of State had discussed the effects of the current downturn in demand with the Chairman of the British Steel Corporation on 16 April.

Mr. David Wigley (Caernarvon) asked the Secretary of State if he would visit the steel works at Shotton. Ebbw Vale and East Moors to meet workers' representatives directly and learn from them their feelings regarding the future of their steelworks.

Mr. Meacher: 'No, Sir. Before his Interim Report on the British Steel Corporation's closure proposals my Rt. Hon. and Noble Friend the Minister of State visited all three works and discussed the proposals with representatives of the workers.'

Welsh industry

Mr. Geraint Howells (Cardigan) inquired if the Secretary of State for Industry was satisfied with the state of industry in Wales.

Mr. MacKenzie replied: 'We are well aware of the need to stimulate industrial investment in areas such as Wales and our industrial and regional policies give this high priority. When the Welsh Development Agency, the National Enterprise Board and the Planning Agreements system come into operation we shall be able to do still more.' As already announced by the Chancellor, the Government were introducing special schemes to encourage firms to bring forward certain categories of investment and to help certain industries with modernisation plans.

Speke Airport

Mr. Anthony Steen (Liverpool, Wavertree) wanted to know what was the policy of the Secretary of State for Trade towards the development of Speke Airport.

Mr. Clinton Davis said that, following the abandonment of the Maplin airport project, a special review was being undertaken concerning the future role of regional airports. His policy towards Liverpool airport would be considered in the light of this work, which

would include consideration of the advice he had received recently from the Civil Aviation Authority on airport development in Central England.

Radioactive waste

Mr. Gwynfor Evans (Carmarthen) inquired if the Secretary of State for Energy was satisfied with the current method of storage of radioactive waste.

Mr. Eadie replied that the Secretary of State was satisfied with the current method of storing radioactive waste. Storage at sites licensed by Health and Safety Executive under the Nuclear Installations Act 1965 was subject to strict control by the Nuclear Installations Inspectorate who ensured that the highest standards of safety were maintained. The same standards were applied by the Atomic Energy Authority and Government Departments for installations under their control.

Onshore exploration in Scotland

Mrs. Winifred Ewing (Moray and Nairn) asked how many exploration licences to search for fossil fuel had been granted in respect of the land mass in Scotland up to 1 April 1975.

Four licences were in force permitting exploration for petroleum, replied Mr. Smith.

Canadian nuclear technology

Mr. T. H. H. Skeet (Bedford) wanted to know what degree of collaboration had been established with the Canadian authorities over the use of Canadian technology in building nuclear plant and equipment, and what form it had taken.

Mr. Eadie answered that the National Nuclear Corporation was currently negotiating an agreement for the exchange of technical information on Heavy Water Pressure Tube Reactors with Atomic Energy of Canada Ltd. The Atomic Energy Authority and British Nuclear Fuels would also be parties on the UK side. Exchanges of technical information and industrial visits were already taking place.

SGHWR power stations

Mr. T. H. H. Skeet asked when proposals for the second SGHWR power station were likely to be approved.

Mr. Eadie said that consents under the Electric Lighting Act 1909 had been given for SGHWRs at Sizewell and Torness. The initial programme of up to 4,000 MW of SGHWR would be made up of four reactor units at Sizewell and two at Torness. Further orders would be possible from the later 1970s, given satisfactory experience with the initial programme, as indicated in Command 5695.

Mr. Skeet also asked how many alterations to design specifications had been requested to fit the Winfrith Heath SGHWR prototype into a commercial power plant at Sizewell.

Mr. Eadie replied: 'The National Nuclear Corporation are currently agreeing the reference design for the 660 MW reactor with the Electricity Boards, including a number of changes from the Winfrith Design, to reflect in particular improvements in technology and operating procedures since then.'

Nuclear energy

Mr. Gwynfor Evans (Carmarthen) asked the Secretary of State for Energy what was the contribution made by nuclear energy to the energy requirements of the United Kingdom, expressed as a percentage of the total, in 1960, 1965, 1970 and 1974; and what was his assessment of the likely proportion in 1975.

In response, Mr. Alex Eadie, Parliamentary Under-Secretary of State, Department of Energy, gave the following required historic data: 1960, 0.3 per cent; 1965, 2.0 per cent; 1970, 2.9 per cent, and 1974, 3.6 per cent. There was likely to be a small increase in 1975, to around 4 per cent, but an accurate forecast could not be made at this stage.

UK refinery capacity

Mr. Skeet asked what would be the total UK refinery capacity upon completion of the projects for which planning applications were pending and what estimate he had of the likely demand for refinery capacity at that time.

Answering, Mr. Smith said: 'In his statement on refinery policy on 6 December 1974, my Rt. Hon. Friend said that if the projects at Canvey Island and Cliffe went ahead, he expected net UK refinery capacity in the early 1980s to approach 150 million tons a year, and that this should be enough to meet our own needs and provide for some exports. He also said that companies might be able to demonstrate a need for additional projects. It would, however, be unrealistic to assume that the other refinery projects for which planning applications are outstanding will all go ahead. In particular, my Rt. Hon. Friend, the Secretary of State for Scotland, has said that he has it in mind to reject the two applications for refineries at Hunterston.'

Cliffe refinery

Mr. John Ovenden (Gravesend) inquired what discussions had been held with the Burmah Oil Co. concerning that firm's proposal to construct a refinery at Cliffe, Rochester, Kent. in partnership with the Total Oil Co.

A number of discussions had been held at various stages with both the companies involved in the project, stated Mr. Smith. The reopened Public Inquiry which was now in progress was a matter for the Secretary of State for the Environment. In his statement on refinery policy on 6 December 1974 the Secretary of State had said that this was one of the projects on which achievement of the level of refinery capacity envisaged for the early 1980s depended.

Energy-saving seminars in Scotland

What plans were there to hold energy-saving seminars or discussion groups in Scotland, inquired Mr. Andrew Welsh (South Angus).

Mr. Smith replied that seminars and conferences, including those in Scotland, were normally organised independently and these ventures were encouraged by Government support or contributions either directly or from local Regional Offices. In Scotland, Ministers had so far spoken at four meetings this year on energy conservation and were considering speaking at a further two. No doubt there would be more.

Wednesday, 23 April

Mr. John Spence (Thurso and Malton) asked the Secretary of State for Prices and Consumer Protection by how much food had increased in price to the British housewife since January 1974; and how much of the increase was due, or estimated to be due, to membership of the EEC.

Mrs. Williams replied that the Retail Food Index rose by 26 per cent between January 1974 and March 1975. Official estimates indicated that none of this increase had been due to membership of the EEC.

Local price information

Mr. John Cartwright (Greenwich, Woolwich East) wanted to know what action had been taken to encourage local authorities to use their consumer advice centres to publish local price information, and with what result.

In answer, Mr. Williams said: 'We have made it clear on many occasions that this is a most useful service, which we would like to see more widely developed, although we appreciate the financial constraints. I understand that about half the centres set up now provide local price information.'

North Sea oil and gas

Mr. John Roper (Farnworth) put a series of questions to the Secretary of State for Energy on North Sea oil and gas. He wanted to know whether the UK would be allowed to discriminate in favour of home-based industries by permitting them access to North Sea oil and gas at more favourable prices than we charged for exporting it.

To this, Mr. John Smith, Parliamentary Under-Secretary of State for Energy, who answered the questions, said: 'It is the Government's intention that North Sea oil should be disposed of at market prices. Differential pricing would involve a significant departure from Government policy.'

Will there be a Common Market energy policy; and what it will mean for North Sea oil and gas, asked Mr. Roper.

Mr. Smith answered: 'A Community energy policy is in process of formulation. It is the Government's intention, while contributing to the formulation of that policy, to ensure that it is consistent with the aims of UK national energy policies, including North Sea policies.'

Mr. Roper inquired whether the Treaty of Rome would be applied to the Continental Shelf, and what legal powers this would give the Commission.

Mr. Smith replied: 'The question of the application of the Treaty of Rome to the Continental Shelf is unresolved. If the Treaty were applied to the Shelf this would not mean the creation of powers which are not applicable on land. The British Government would retain full national sovereignty over mineral deposits.'

Mr. Roper also wanted to know whether the Commission of the Common Market would assume control of the rate of depletion of North Sea oil and gas.

'No,' replied Mr. Smith. 'The Commission accept that the British Government has absolute discretion over production rates.'

UN agencies

Mr. Frank Hooley (Sheffield, Heeley) asked what proposals were currently under consideration by the Government for initiating institutional changes in the field of trade and development within the sphere of the agencies of the United Nations, in particular by combining or rationalising the relative responsibilities of UNCTAD and GATT.

Replying, Mr. Deakins said: 'The forthcoming seventh special session of the UN General Assembly, which will be concerned with questions of development and international co-operation, will review the organisation of the UN system in relation to these matters. We shall be taking an active part in this work which will provide an opportunity for considering relationships between international organisations concerned with trade and development.'

Footwear industry

Mr. Michael Latham (Melton) asked what progress was being made in his working party with the British Footwear Manufacturers' Federation, and what action has so far ensued from its discussions.

Responding, Mr. Meacher said: 'At its first meeting on 26 March 1975 the steering group agreed on the following terms of reference:

'To consider ways of improving the efficiency and international competitiveness of the UK footwear manufacturing industry, and of ensuring its viability, and to make recommendations.

'At its next meeting it is expected to agree on a programme for three working groups to examine the home market, exports and the industry's overall efficiency. The study is being made jointly by the footwear unions, the British Footwear Manufacturers' Federation and my Department. I am inviting Hon. Members with footwear interests in their constituencies to nominate some of their number to participate.'

Thursday, 24 April

EEC investment

Mr. Robert Woof (Blaydon) asked the Secretary of State for Trade what was the total amount invested by British firms by way of direct investment in the countries of the eight other members of the European Economic Community since 1972 to the latest date for which figures are available. He also wanted to know what was the total amount invested by way of direct investment in the United Kingdom by European countries of the EEC since 1972 to the latest date for which figures were available.

In answer, Mr. Shore said: 'The information available relates to net direct investment in 1972 and 1973. United Kingdom net direct investment, other than oil, in the eight other members of the EEC in 1972 and 1973 totalled £764 million. Net direct investment, other than oil and insurance, by the eight other members of the EEC in the United Kingdom in 1972 and 1973 totalled £147 million.'

Blood and bone fertiliser production

Mr. Gwilym Roberts (Cannock) asked the Secretary of State for Industry if he would seek to improve the home production of fertiliser by taking steps to encourage the development and expansion of British blood and bone fertiliser production.

Mr. Meacher answered: 'By reasons of their cost and difficulty with large scale application, fertilisers made from bone and blood constitute only a very minor proportion of total fertiliser use in this country and their use is confined entirely to gardening and specialist horticulture. Even a massive expansion of production would therefore make only a very marginal contribution to total fertiliser supplies but, in any case, I believe that the quantities of raw material available are insufficient to support such expansion.'

Treaty of Rome and coalmines

Mr. Nigel Spearing (Newham South) asked the Secretary of State for Energy under which Article of the Treaty of Rome had the EEC Commission acted in setting out guidelines for the manpower, financing and development policies for coalmines of member states, as contained in Command Paper No. (74) 1860 (final) of 21 November 1974.

Mr. Smith said that Article 46 of the Treaty of Paris gave the EEC Commission, as successors to the High Authority of the Treaty of Paris, the authority to issue guidance on the matters covered in the document.

Refinery capacity

Mr. T. H. H. Skeet asked the Secretary of State for Energy whether the control of refineries and refinery expansion was limited to primary distillation capacity, or whether it was intended to encompass further down-stream processing.

Mr. Smith answered: 'Under the powers contained in Part IV of the Petroleum and Submarine Pipe-lines Bill, an authorisation from the Secretary of State would be required only for the provision of, or an increase in, crude oil distillation capacity. My Rt. Hon. Friend would, however, be able to include in such an authorisation conditions requiring the execution of further works, for instance associated downstream plant.'

Friday, 25 April

Hotel development incentives

Sir George Young (Ealing, Acton) asked the Secretary of State for Trade how much money his department paid out in hotel development incentives; and how much went to hotel developments which were now in voluntary or compulsory liquidation.

Mr. Deakins said that £44,944,676 had been paid out by the English Tourist Board to date under the Hotel Development Incentives Scheme. Of this sum, £1,663,474 had been paid out to 19 hotels which were now in liquidation or where an Official Receiver had been appointed. In four cases these hotels had been bought by new owners who had undertaken by Deed of Covenant to comply with the conditions of the original grant. In three cases there had been losses totalling £8,546, and in the remaining 12 cases the ETB was taking action either to seek a covenant or to recover the outstanding amount of the loan or the appropriate amount of the grant.

Ship position reporting

Mr. Iain Sproat (Aberdeen South) asked if legislation would be introduced to make it compulsory for all vessels engaged on any aspect of off-shore oil-related work to report their position daily to an appropriate body, on the same lines as fishing vessels.

Mr. Clinton Davis answered: 'Great difficulties arise in making any such legislation applicable to foreign vessels; but voluntary reporting arrangements on the same lines as those which at present apply to fishing vessels are being discussed with representatives of offshore operators.'

Low cost hosiery imports

Mr. Jim Marshall (Leicester South) wanted to know how many representations had been received from trade union and employer representatives in the East Midlands over the past three years urging the implementation of import quotas on low cost hosiery and knitted goods from Portugal, Hong Kong, Taiwan and South Korea.

'Since April 1972,' Mr. Deakins replied, 'my Department (and its predecessor Department, the Department of Trade and Industry) have received 32 representations from East Midlands employer and trades union representatives about low price imports of the goods in question but I have received no formal requests for anti-dumping measures.'

False invoices

Mr. Keith Stainton (Sudbury and Woodbridge) asked the Secretary of State for Prices and Consumer Protection, if she would now make regulations under the Unsolicited Goods and Services (Amendment) Act to deal with the abuses of false invoices for unordered entries in trade directories (existent and non-existent) in view of the fact that they were again causing concern to the constituents of the Hon. Member for Sudbury and Woodbridge.

Mr. Williams said that regulations to be made under the Act to deal with the abuse were in an advanced state of preparation, and it was hoped that they could be laid before the House early in May.

Power station efficiency

Mr. Peter Rost (South East Derbyshire) asked the Secretary of State for Energy what was the average percentage thermal efficiency of oil and coal-fired power stations in the UK and if he would show, from information available to him from international sources, how this compared with the thermal efficiency of power stations at Malmo and Vasteras in Sweden.

Mr. Eadie answered: 'The average thermal efficiency of all oil- and coal-fired power stations in the UK is not known, since many are in the private sector, particularly those which employ combined heat and power. The latest published figure for the average thermal efficiency of all fossil-fired power stations operated by the CEGB during 1973/74 was 29.83 per cent. Provisionally, the corresponding figure for the year 1974/75 is 30.57 per cent. These figures cannot be compared directly with the high thermal efficiencies achieved in the particular heat and power schemes in Malmo and Vesteras.'

Recycling waste oil

Mr. Michael Morris (Northampton South) asked if any investigation had been undertaken into recycling waste lubricating oil and petrol contaminated paraffin back into the crude oil intake of UK oil refineries.

Mr. Smith replied: 'Waste lubricating oil is the main problem and recycling of this material has been carried out in the UK for a number of years. In 1973 the quantity handled was about 18 million gallons. This oil is processed in special re-refining facilities rather than at conventional oil refineries.'

BOTB British Overseas Trade Board

Nigeria – a big market with a bigger future

by Alfred Hall, lately Commercial Counsellor, Lagos

Oil wealth is often only associated with Middle Eastern countries, but this is by no means the whole story. Nigeria too has an immense income from oil. Her population exceeds that of all the Middle East oil-producing countries. Her potential for absorbing this new wealth in development is among the highest of all the OPEC countries.

A big market certainly; in fact the most populous country in Black Africa. And the objectives of the Third Development Plan just launched read like science fiction:

GDP – projected to double at current prices in the next five years;

real income *per head* to rise by 34 per cent between 1975 and 1980, doubling the standard of living of the average Nigerian in about seven years;

effective investment N30* billion against about N3 billion in 1970-75;

oil exports to rise from N6.4 billion in 1974/75 to a projected N10.6 billion in 1970/80;

imports to rise from N1.6 billion in 1974/75 to N7.1 billion in 1979/80.

The Federal budget for 1975/76, also just released, is equally spectacular. Estimated gross revenue at N5.2 billion is 68 per cent over 1974/75, or 142 per cent over revenue collected in 1973/74. *Capital expenditure, at N4.9 billion, will be wholly financed from past savings and current budget surpluses.* The major spending is on roads, N1 billion; industries, N700 million; defence, N700 million; education and housing, N400 million each; communications, N300 million; and agriculture, N100 million.

Oil-based prosperity

Nigeria's wealth is based on oil, the price of which has quintupled in two years. Production also rose in the past three years, from 1.7 to 2.3 million barrels per day, (bpd), but has been cut back somewhat recently. Six major producers operate both on- and off-shore, and there is extensive exploration and development by both State and private enterprise.

Proved natural gas resources are abundant. Gas is currently being flared at the well heads in huge quantities and there are ambitious plans for producing liquid natural gas and petro-chemicals, involving a capital investment of the order of N1.6 billion. For the oil industry alone, the Nigerian Government anticipate expenditure of N2.5 billion on:

improved distribution, new pipelines and terminals; buying a tanker fleet; and exploration and investment in equity participation in overseas oil companies.

What are the British doing?

The CBI mission which visited Nigeria in December 1969, after the smoke and rubble of the three-year Civil War had barely subsided, advised British industry to examine 'carefully but eagerly' the opportunities for expansion, especially for processes and products based on Nigeria's 'great untapped reserves of natural resources, both agricultural and mineral'. The mission was right. But what is urgently needed – six years later – is rather more eagerness. Trade between Britain and Nigeria in recent years has been as follows:

£ million

	1970	1971	1972	1973	1974	1975 Jan.-Mar.
UK exports to Nigeria; mainly machinery, transport equipment, pharmaceutical products, iron and steel	114.4	165.0	153.8	172.6	222.3	94.1
UK imports from Nigeria, mainly oil, but also including cocoa beans, palm nut and kernel oil, groundnut oil and rubber	123.9	139.6	156.1	206.8	352.4	83.7

This is good as far as it goes: *but the British share in this booming market has declined from 31 per cent in 1970 to 25 per cent in 1974.*

Liberalisation of payments

A major deterrent for some British exporters – though our foreign competitors have to cope with it, too, and are doing nicely – has been Nigeria's struggle since the Civil War with a backlog of exchange payments for imports. The Federal Military Government fought the War in cash not on credit, so reducing the foreign exchange available for imports.

With pent-up demand finding rapid expression at the end of the War, the payments backlog rose by early 1971 to N440 million. The backlog has been overcome, but troublesome payments delays have continued. Now, with boldness and skill, the Nigerians have introduced, in the 1975/76 Budget, a return to what they rightly call 'normal international commercial practice', whereby payment for imports at shipment will become the rule and pre-payments on the basis of letters of credit will be allowed. In addition, commercial banks are to be allowed to keep working balances abroad to ensure prompt payment for imports, as was the case before the Civil War.

It is early days yet to assess the full effect of the major policy change, and there may still be procedural difficulties, but Nigeria's external reserve assets are so substantial — N3.5 billion, or about 18 months' imports, and rising to N4.5 billion by next year – that the external payments prospect must be rosy.

The new plan

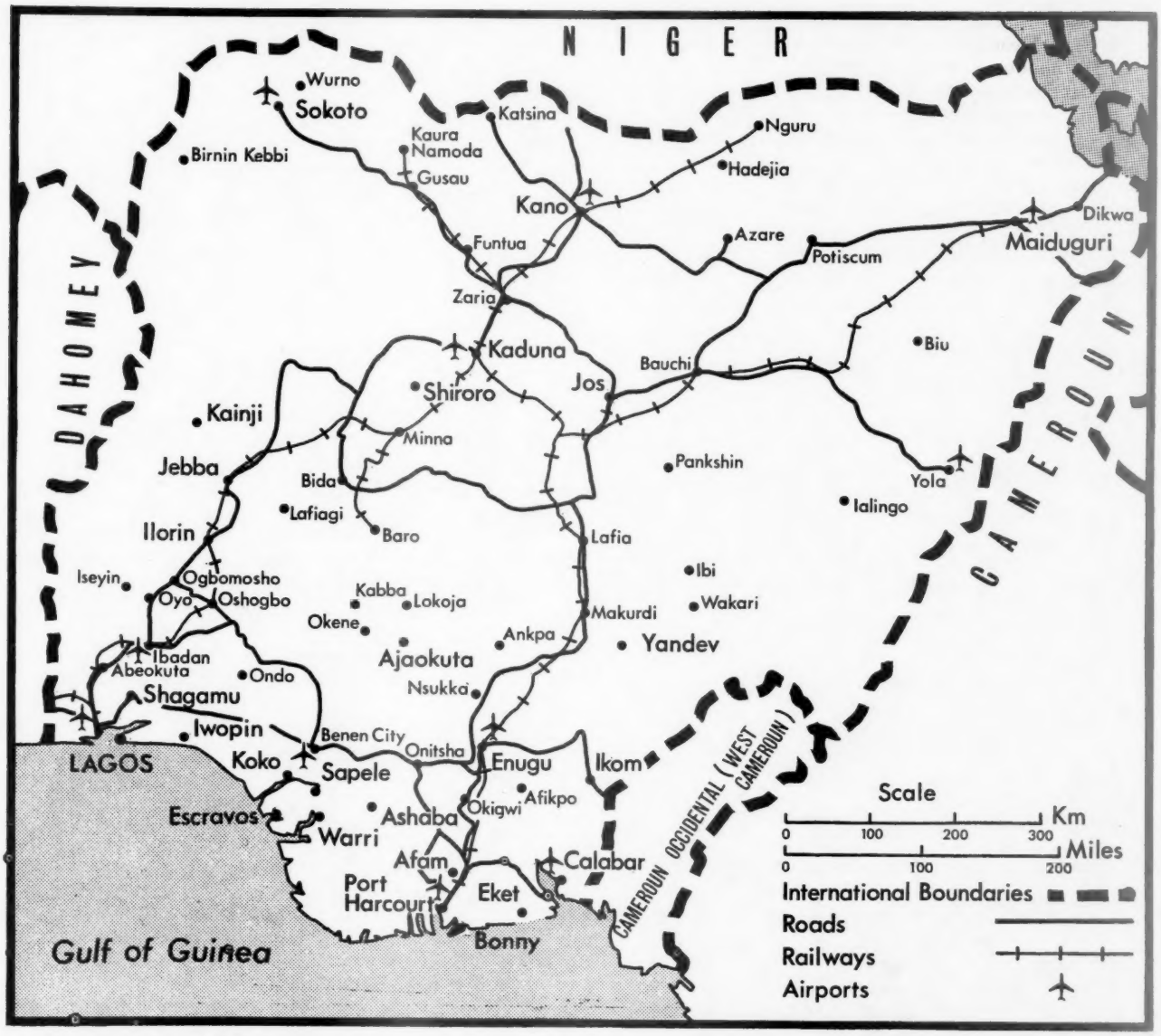
For the above and other reasons Peter Shore, Secretary of State for Trade, chose Nigeria for inclusion in his current programme of visits to top markets.

His programme included calls on a number of Federal Commissioners responsible in key areas of development and meetings with British and Nigerian businessmen.

He told the Lagos Chamber of Commerce: 'We have had such a long and continuing relationship – as members of the

* At present rates N1.44 = £1.

. . . but what are you doing about it?



some development projects

- New or expanded power stations/ generating units at Sapele, Afam, Delta, Eket, Kainji, Shiroro, Jebba, Gongola and Ikom.
- Expansion of pulp and paper mill at Jebba; new mills at Iwopin and Calabar.
- Blast furnace complex at Ajaokuta.
- Lagos water supply and sewerage/ drainage schemes.
- Expansion of cement plants at Ukpilla, Sokoto and Calabar.
- Construction of new cement plants at Ashaba, Yandev and Shagamu.
- Port expansion at Lagos/Apapa, Warri, Calabar, Port Harcourt and Koko.
- LNG/LPG plants at Bonny and Escravos.
- Petrochemical complex at Port Harcourt.
- Expansion of oil refinery at Port Harcourt; new refineries at Warri and Kaduna.
- Expansion of Enugu coal mine.
- 'Urban projects' at Kaduna, Kano, Ilorin, Jos-Bukuru and Maiduguri.

Nigeria
continued

Commonwealth, as trading partners and on a personal basis – that I am sure we can develop our economic and industrial co-operation in all sectors of the economy'.

Mr. Shore listed four areas of particular interest to Britain – agriculture, hydro-carbons, iron and steel, and infrastructural development (including railways and ports) – as 'natural fields for co-operation'. Before leaving London, the Secretary of State for Trade had drawn attention to the 'dramatic' recent shifts in world spending power which had 'opened up markets on a scale nobody thought possible a few years ago.'

Now within a month after Mr. Shore's return to London, the Nigerian Head of State, General Gowon, has launched his country's ambitious Third Development Plan, which lays special emphasis on the sectors identified by Mr. Shore as of most interest in the Nigerian-British partnership.

General Gowon indicated that N2.2 billion would be spent on agriculture during the Plan period, of which N1.6 billion is for farm inputs to improve crops; N.3 billion for expanded livestock production, involving three new dairy cattle-breeding centres; N.1 billion each on forestry and fishery improvement.

N5.3 billion is allocated to industrial development, of which N1 billion is for a blast furnace complex at Ajaokuta to be built by the Russians, but two ½-million ton direct-reduction iron and steel plants are open to offer.

Turning to hydro-carbons, N72 million is to be spent on a coal-carbonisation plant and expansion of the Enugu coal mine; and N2.5 billion on oil, as already mentioned.

Finance for other industrial expansion includes N170 million for cement; N330 million for pulp and paper; N300 million for petro-chemicals (ethylene, polyethylene, chlorine, caustic soda, etc); N70 million for fertiliser manufacture; N355 million for new refineries at Warri and Kaduna with capacities of 100,000 bpd and 70,000 bpd; and expansion of the existing refinery at Port Harcourt to a capacity of 75,000 bpd. In addition, two new export refineries each of 300,000 bpd are to be developed, as well as two LNG plants each of 1 million cu. ft. per day capacity.

Infrastructure development is to be on an equally ambitious scale and includes:

N5.3 billion for new roads, including asphalt overlay and secondary and feeder roads as well as super highways;

N800 million for railway reconstruction, including 960 kilometres of standard gauge and the purchase of 27 main-line and shunting locomotives, 100 passenger coaches and 1,000 goods wagons;

N500 million for new jet aircraft and the construction of 16 new airports;

N100 million for 20 new vessels for the Nigerian National Shipping Line, including 14 conventional/combo/container ships;

ports – N300 million for new ports at Lagos, Warri, Calabar, Port Harcourt and Koko;

N1.3 billion for telecommunications and postal services;

N1.8 billion for housing; N400 million for sewerage; N900 million for water supply and N700 million for town and country planning.

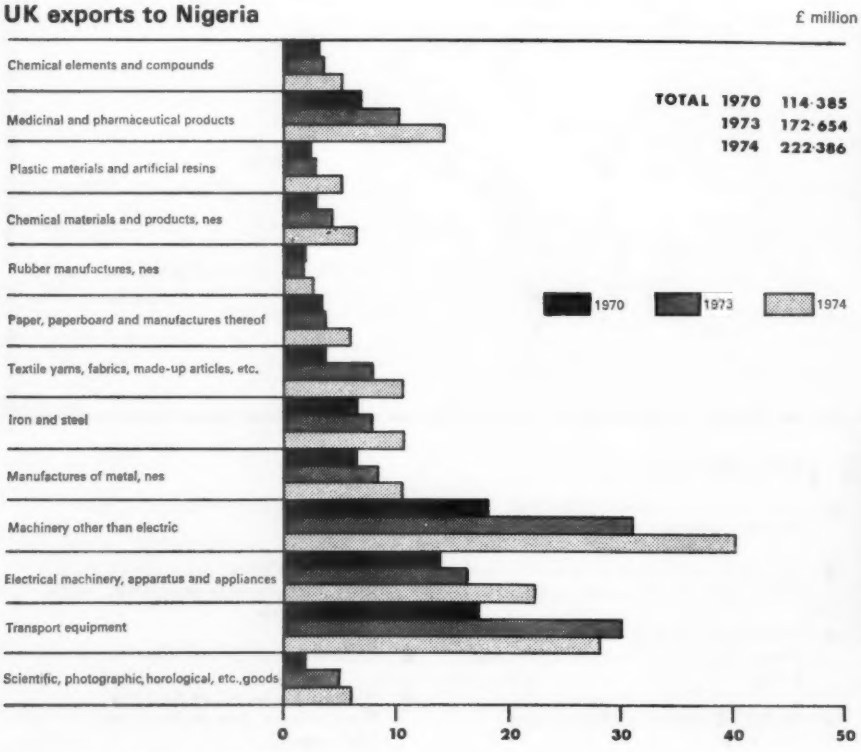
Education and social welfare

Side by side with industrial and infrastructure development there are plans – also involving huge expenditure – for improving the welfare services. The sum of N700 million is allocated for health to pay for 5,000 new health institutions with 90,000 beds; 12 new teaching hospitals; 110 new general hospitals; 1,400 health centres and 6,000 health clinics; also 1,500 mobile clinics for rural areas.

There is N2.5 billion for education leading to free, compulsory, universal, primary education by 1979 and involving the building and equipping of 150,000 new classrooms, 6,600 teacher-training classrooms and 800 new secondary schools.

There is to be country-wide colour television coverage through the use of domestic re-broadcast satellite; and extension of libraries, official newspapers, etc., at a total cost of N300 million. All of this will be powered by N1 billion worth

UK exports to Nigeria



of new generating, transmitting and distribution facilities totalling 1050 megawatts, and involving the connection to the national grid of about 250 rural communities.

Prospects for fulfilment

Will the Nigerians be able to achieve these ambitious plans? Implementation of the last Nigerian Plan fell short of the objectives. The total investment in the present Plan has been discounted to allow for the inevitable problems which will occur. Certainly, the Nigerians are conscious of the heavy demands on administrative and technical skills which the implementation of the Plan will demand. New measures are being taken to accelerate decision-taking and execution.

There is to be more decentralisation to State Governments, who are being given the resources to carry out their own approved industrial and agricultural infrastructure development programmes.

Within the Nigerian policy of developing indigenous skills, General Gowon has said that Government agencies have been instructed to relax as appropriate the regulations governing the granting of expatriate quotas in areas where Nigerians with the requisite training and experience are not available.

It seems possible that for some major and complex projects there may be more inclination to adopt negotiated contracts rather than open tender where this will accelerate projects.

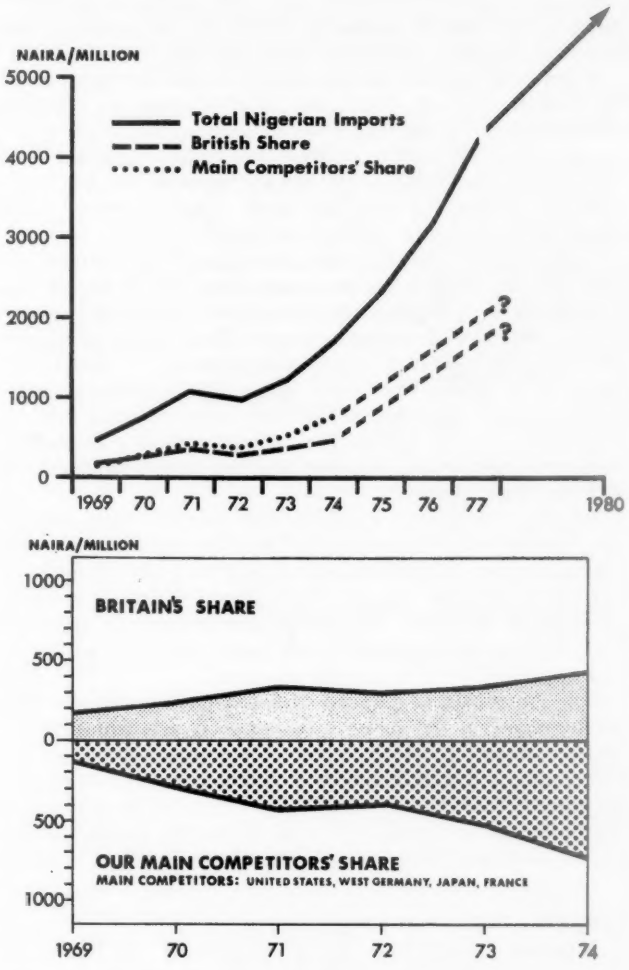
But whether or not the full extent of the Plan is realised, there will clearly be immense development in Nigeria over the next five years. And the prospects for British industry are very good.

Basis for expanding UK-Nigerian trade

The Nigerians like to do business with us. They share English as a language. Many professional people, engineers, architects, etc., have been educated in Britain and are at once at home with British professional standings and practice. Nigerians would welcome more attention by the British to selling to them.

So what should be done? I would urge the senior manage-

Nigeria's imports



Displays of Imperial typewriters and a Gestetner duplicator imported from Britain in the BEAM (Business Equipment and Methods) Lagos showroom of G. B. Ollivant, a division of UAC of Nigeria Ltd. Right: Assembly of one of a large number of Bedford trucks imported from Britain completely knocked down. The assembly plant, at Apapa, is operated by the Federated Motor Industries Division of UAC of Nigeria Ltd. The company is part of the UAC International group (formerly the United Africa Company Ltd.), which is Unilever's largest subsidiary.

ment of any British company which has not explored the prospects recently 'Come and see for yourself'.

A personal visit is essential; and it is useless to expect to do worthwhile business in Lagos, or even make an effective reconnaissance, in less than a week. A visit to one or two of the larger provincial trading centres such as Kano can also pay off in terms of immediate inquiries and valuable contact. Your sales trip will not be a holiday jaunt: Lagos is steamy, congested and exhausting – but very profitable.

Those who are already in the market could usefully consider whether their representation and selling efforts are strong enough for the prospects which are present in virtually every field of capital and consumer goods. Those selling consumer goods should appreciate that there has been some shift in the patterns by which business is done. The traditional large merchant and importing companies (many of them British) still have a crucial role for the consumer goods market. But there is a growing and vigorous Nigerian private sector which is active in importing.

Selecting an agent is a difficult but essential – and rewarding – aspect of any sales effort. Local Nigerians are coming forward in increasing numbers to take on good selling lines and there are now reasonable facilities for obtaining status information on them. You would not appoint an agent in New York or Tokyo without such information: do not do so in Lagos either.

For large capital projects the customer is usually the public sector in the shape of Federal Government Departments, Ministries of the State Governments and public corporations. Decision-taking is often complex, especially in projects involving both State and Federal Governments. The successful company will need to develop a sympathetic understanding of how decisions are taken.

Scope for industrial co-operation

Nigerian Government policy reserves to the State the 'commanding heights' of the economy (never defined but taken to include steelmaking, oil and automobile manufacture), but there is ample scope for partnership arrangements with both the public and private sectors and a number of major enterprises are already operating on this basis. Peugeot and Volkswagen are manufacturing passenger cars in Nigeria in association with the Federal Government, which has also negotiated equity participation in major expatriate banks and insurance companies and in petroleum products marketing.

The 12 State Governments are also on the look out for overseas partners for a wide range of manufacturing and other enterprises and the Commercial Section of the British High Commission in Lagos has received many inquiries from Nigerian firms and individuals seeking overseas partners to extend or expand their activities. If they can find them, the Nigerians prefer British partners.

There is not normally a requirement for a large equity contribution although some equity participation may be sought as an earnest of continuing commitment to the success of the enterprise. It is know-how, management skills and expertise that are most in demand and willingness to provide training will be an important factor in the choice of partner.

Joint venture arrangements for local manufacture are eagerly sought, and can extend to diversification into trading and agency or distributive activity otherwise precluded for overseas firms under indigenisation measures. The three commercial vehicle plants shortly to be awarded to overseas manufacturers will, for example, provide in their turn scope for local manufacture by smaller concerns of a wide range of vehicle components and accessories. Nigeria is a huge user of road transport in all forms and British suppliers have a strong position in the commercial vehicle field, though they have lost some ground on passenger cars.

What is offered is a domestic market of more than 70 million Nigerians importing at the rate of N2.5 billion a year that will grow to N7 billion a year, mainly in the capital goods and consumer durables sector, though with growing scope for consumer goods as the standard of living rises. The emphasis is increasingly on delivery, design and performance as well as supply of spares and back-up, rather than on price; and the greatest of these is delivery. Do not bother to attack this market if you cannot deliver.

Action now

Nigeria is not one of those markets which my less fortunate colleagues in the Commercial Diplomatic Service have to describe as 'challenging' or 'dynamic'. No 'clarion call' to 'tap new and vast potential' is needed. It is instead already a large market in which British firms are selling extensively, and it will grow much larger over the next five years.

My question 'What are the British doing about it?' is therefore directed at firms which have not yet discovered how profitable and successful selling in Nigeria can be, particularly since oil prices were quintupled, and who may not know that Nigeria is the second largest importer by far of British goods of all the OPEC countries. Our people stayed with the Nigerians during the Civil War and its immediate aftermath. In so doing we earned goodwill and sympathy with our own present-day problems.

As Nigeria embarks upon the first year of its most ambitious ever Development Plan the time has come for the British manufacturer, trader and investor to move in and expand with this big country with its big future.

Third Nigerian Development Plan

A summary appeared in *Trade and Industry* on 18 April 1975 (pages 154-7).

British Commercial Representation in Nigeria

Lagos

Commercial Section, British High Commission in Nigeria, Kajola House, 62-64 Campbell Street, Lagos (tel. 51630; telex 21247 Answerback UKREP Lagos). Postal address: Private Mail Bag 12136, Lagos, Nigeria.

Ibadan

Office of the British Deputy High Commissioner, Finance Corporation Building, Lebanon Street, Ibadan (tel. 21551; telex 31102 a/b BHC IBN (NG)). Postal address: Private Mail Bag 5010, Ibadan.

Kaduna

Office of the British Deputy High Commissioner, United Bank for Africa Building, Yakubu Gowon Way, Kaduna (tel. 22573/5; telex 71104 a/b 71104 UKREP BG). Postal address: Private Mail Bag 2096, Kaduna.

Advice in the UK

Commercial Relations and Exports (CRE) Division, Department of Trade, 1 Victoria Street, London SW1H 0ET (tel. 01-215 3064 and 3338).

or

Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 473, 472, 471 and 462).

or

Any Regional Office of the Department of Industry.

BOTB News

British firms urged to concentrate on key export markets

'Many British companies sell to too many markets. Most of the companies interviewed – large and small – are over-extended and are trying to do too much. They would be better off if they concentrated their marketing efforts on fewer countries but more intensively.' This is the major recommendation of *Concentration on Key Markets*, a report* published by the British Export Trade Research Organisation (BETRO) Trust Committee.

The report is based on a research study commissioned by the BETRO Trust Committee of the Royal Society of Arts in the course of which 122 leading companies were interviewed. The Royal Society of Arts was financially assisted by the British Overseas Trade Board.

The report explains how the management of any company can achieve a more dynamic export performance and at the same time increase company profitability by:

concentrating scarce resources of talent, effort and money in a few key export markets;
investing manpower in export markets on a par with home markets;
maintaining frequent personal contact with overseas customers;
carefully planned investment geared to export growth;
undertaking, as a matter of continuing policy, comparative cost studies of home and export activities.

The report answers the leading questions relating to exports in four main sections:

Export markets: What is the optimum number of countries to which a company should try to export? While most companies export on a worldwide basis they sell a large proportion of their exports to a surprisingly small number of countries, but only a few deliberately concentrate on these key markets.

Profitability: What determines export profitability? Are companies exporting to a few countries more profitable than others selling on a worldwide basis? If the majority of exporters find exports more profitable than sales in the home market, why then do they not export more? The reasons are examined fully in the report.

Export manpower: How important is export-manpower in determining export success? Why is the manpower devoted to selling in the home market proportionally greater than that in the export markets? The productivity of salesmen working in the home and export markets is examined, and estimates are presented of the total number of people responsible for the country's export effort.

Limitations on exports: Production capacity was the most important single limitation on exports during 1973-74 and for many companies the price advantage created by the downward float of sterling was irrelevant because of their steadily lengthening order books. What will be the main limitations on exports in 1975-76?

* The BETRO Committee commissioned ITI Research to carry out the study. Copies of the report are available price £10 (post free), from The Central Library, 1 Victoria Street, London SW1H 0ET (tel. 01-215 3712).

Increased charges for Export Intelligence Service

In view of the increase in the cost of the service the British Overseas Trade Board, with Ministers' approval, has increased charges for the Export Intelligence Service with effect from 1 May 1975. The new subscription will be £15, covering 150 charged notices.

Subscribers have been advised of the new rate, which applies to new subscriptions and renewals received after 30 April 1975.

Further information about the Export Intelligence Service is available from the British Overseas Trade Board, Export House, 50 Ludgate Hill, London EC4M 7HU. (tel. 01-248 5757, ext. 430) or from the export section of any Regional Office, the Offices for Scotland and Wales and the Ministry of Commerce, Northern Ireland.

New Adviser on Japan

Mr. J. I. ('Hamish') McGhie has been appointed Special Adviser on the Japanese Market to the British Overseas Trade Board. He will take up his position, as head of the Board's Exports to Japan Unit, in June, succeeding Peter Wakefield, who is to become HM Ambassador in Beirut.

Mr. McGhie is now completing a tour of duty as Commercial and Economic Minister in the British Embassy at Tokyo.

With direct personal experience of the market, the staff of the Exports to Japan Unit are able to advise British industry on the special features of doing business in Japan. The unit also provides the back-up organisation for the British Export Marketing Centre in Tokyo, where there have been 18 successful exhibitions of British goods since the Centre opened in September 1973.

Britain's exports to Japan have increased by 84 per cent since the Board's export promotion campaign began in 1973. The Japanese economy is now beginning to emerge from its tough government-controlled recession and is expected shortly to resume its strong pattern of growth.

Conference on Republic of Korea

The CBI will be holding a half-day conference on Korea on 15 May (2.30 p.m.) at its headquarters – 21 Tothill St., London SW1. Topics to be covered by speakers at the conference will be

'Openings for British exporters' – H. W. Sturdy, 1st Secretary (Commercial), British Embassy, Seoul.
'Doing business in Korea – a success story' – S. H. Preston, Stone Platt Industries Ltd., member of Korea Trade Advisory Group.
'Anglo-Korean commercial relations' – C. W. Roberts, Department of Trade, member of Korea Advisory Group.
'Attitudes and techniques for doing business in Korea' – J. Johong, Director, Korea Trade Centre.
'Opportunities for British industry in the Hyundai Group' – S. C. Lee, Director, Hyundai Motor Co.

In recent years Anglo-Korean trade and commercial relations have been growing rapidly. From the low figure of £1 million in 1967, British exports to Korea have risen to over £36 million in 1974, and total two-way trade is now worth some £87 million. The forecast for British exports alone to Korea this year is £50 million.

Korea is one of the fastest growing countries in the Far East. Average GNP growth rate during the last decade has been 10 per cent and that for 1974 was over 8 per cent.

The cost of the Conference, which includes drinks afterwards, is £5 plus VAT. Inquiries to Miss B. Orders, CBI (tel. 01-930 6711).

Generating exports

Addressing the Colloque International de Bruxelles on 25 April Mr. J. S. Rooke, chief executive of the British Overseas Trade Board, asked whether Government organisations for the promotion of exports could afford to overlook factors which affected the supply of goods for export.

He stressed the Trade Board's view that it was important to ensure as far as possible that goods were available in sufficient quantities to meet world demand; that terms of export contracts should be observed; and that exporters should be properly trained in overseas trade procedures.

Exhibitions and Fairs

A group of 15 British toy manufacturers exhibited in March for the first time at the British Export Marketing Centre in Tokyo. The exhibition was organised by the British Overseas Trade Board in co-operation with the British Toy Manufacturers Association Ltd. The exhibitors were all members of an 11-day trade mission to Japan. Manufacturers see Japan as an export market with increasing potential. British toy exports to Japan were £1.73 million in 1974, a rise of 27 per cent on 1973. Pictured: a window on busy Aoyama-Dori, one of Tokyo's most fashionable streets, provided a showcase for the British toymakers.

New South Wales Premier opens show

From F. Culver, Vice Consul, Commercial, British Consulate-General, Sydney: The Premier of New South Wales, the Hon. T. L. Lewis, opened the 1975 International Toy and Sporting Goods Trade Fair, held in Sydney's new Hilton Hotel, 9-12 March. The fair has become the official trade event for these two substantial industries, worth about $A200 million retail sales a year. Over 70 per cent of the Australian toy market is represented by imported products and more than 100 importers and manufacturers from overseas countries displayed their wares in a joint exhibit with Australian manufacturers.

The British contingent formed the biggest overseas grouping. Thirty-six British firms took part in a joint venture display sponsored by the British Toy Manufacturers Association and the British Overseas Trade Board. It was the largest display of British toys since the Sydney fair's inception 10 years ago.

This keen interest in the fair reflects the growth of the toy industry in general and in particular the increased importance of Australia as an export market for British toys and sporting goods. British sales to Australia during 1974 were 125 per cent up on the previous year, representing 14 per cent of total British toy exports and worth nearly £6 million.

A feature of this year's fair was the increased emphasis on construction kits for children of all ages. They ranged from simple building block kits to complicated mechanical working models. At one end of the scale, Kiddicraft catered for children from babyhood to pre-school with toys designed to teach them colour, shape and design, to Revell with hundreds of detailed plastic kit models of authentic planes, ships and land vehicles meticulously designed for realism demanded by older children.

Matchbox, Corgi and Dinky precision die-cast models were as popular as ever and the new Meccano Highway and Army construction kits attracted a great deal of attention.

A show stopper was the display of beautiful soft toys from BG Toys (Exmouth) Ltd., exhibiting in Sydney for the first time. This display attracted radio and TV coverage and interest shown in the toys by visitors to the fair delighted the exhibitors.

Supercast reported continued interest in attractive moulding and candle making kits and so did Turner Research in its Plasticraft and Enamelcraft kits.

None of this detracted from other exhibits of dolls, dolls house furniture, games of all kinds, bendy toys, books and sporting equipment. Other highlights of the United Kingdom display included a 'Sindy' fashion doll with her versatile wardrobe and 'Lone Ranger' action figures, attractively displayed by Rovex Ltd. alongside its ever popular Hornby Railways and Scalextric model car racing sets.

Umbro International, the only United Kingdom sporting goods manufacturer represented in the joint venture group, displayed a range of sports and gymnastic clothing which compared very favourably with its competitors.

NY cycle display proves excellent sales vehicle

From British Trade Development Office, New York: Although there has been some slackening in the bicycle boom in the United States, British manufacturers of cycles and cycle parts nevertheless were able to achieve sales worth more than £11 million in the United States in 1974, more than one-third of their worldwide exports. Prospects for 1975 are clouded by the US economic situation, but eight British manufacturers demonstrated their confidence by participating in the 14th International Cycle Show, New York Coliseum, 16-18 February. They were taking part in a joint venture sponsored by the Cycle and Motor Cycle Association and the British Overseas Trade Board.

Since returning to this show in 1974 the British companies have re-established themselves as one of the prime points of interest for the 10,000 trade visitors who attend each year. This is a tribute to the excellent quality of their products and to the reputation that Britain has as a producer of bicycles for the enthusiast as well as for those seeking more basic transport.

Raleigh, which now has its own assembly plant in Oklahoma, was there in strength and the number of visitors to the stand reflected efforts in the market over many years. Sports and competition bicycles were shown by Cycle Producers Ltd., J. R. J. Cycles, Falcon Cycles Ltd., and Eddie Merckx Cycles, the last two capitalising fully on the interest aroused by their participation in 1974.

The prospects are good for British cycle and accessories manufacturers in the United States. The New York Cycle Show is an excellent vehicle for joint venture participation. The next will be held in February 1976 and more British companies should decide now to take advantage of the facilities offered by the Association and the British Overseas Trade Board.

Missions and Tours

Alan Wilson, mission secretary of the North of England Development Council, with Hussain Jawad, deputy general manager of W. J. Towell and Co. Ltd., Kuwait, at a reception in Kuwait last week.

Northerners make successful trade tour of Gulf States

From Peter Beckingham, British Overseas Trade Board Publicity Unit, in Kuwait: Substantial orders and numerous inquiries were received by UK companies, part of a trade mission organised by the British Overseas Trade Board and the North of England Development Council, which left here last week for home after a three-week visit to Saudi Arabia, Bahrain, Abu Dhabi, Dubai and Kuwait.

Undoubtedly one of the outstanding orders reported by a mission member was one for £100,000 worth of reconditioned construction equipment, including a large motor grader for road levelling, secured by John Elliott, managing director of Elliott Equipment of Brighouse in Yorkshire. This was only the second visit by the company to the Middle East, the first in November 1974 to Bahrain, Qatar, the United Arab Emirates and Kuwait securing a lot of inquiries and some orders.

On this visit the company has, Mr. Elliott says, attempted to persuade potential customers, many of whom are visitors to the UK in the summer, to visit Brighouse and see the firm's equipment there, rather than concentrating all their attention around the major suppliers in London. In each country visited he was able to meet a number of interested customers and he reckons that the company will be following up with a third visit in the autumn.

The main competition for his type of equipment, Mr. Elliott suggested, comes from the Japanese who have the considerable advantage of being able to ship equipment to most ports on the Gulf in only 14 days, as opposed to a minimum of 28 days from the UK.

Another member of the mission, John Davidson, managing director of the Broughton Moor Green Slate Quarries in Coniston, left Kuwait with the possibility of no less than a £4½-£5 million order for the company's slate. The inquiry, which is one of the largest the company has ever received, was taken by Mr. Davidson in Jeddah and he has been actively following it up throughout the mission.

When he left here for London, he said he was 'very optimistic about the outcome' and anticipates returning soon if necessary. Other inquiries he has received seem small by comparison, but clearly Mr. Davidson regards the mission as a considerable success.

'The potential in Saudi Arabia and the Gulf States is greater than any other market we are selling to at the moment and that includes Canada, USA, Europe and Australia,' he said. 'We will be following up this market very closely indeed.'

Not all the companies on the mission have, of course, been able to boast such large orders or inquiries but, nevertheless, many have been able to report smaller successes of considerable importance.

Mike Evans, overseas sales executive for Arrow Construction Equipment Ltd., said that he has received written orders worth £35,000 in Saudi Arabia for the firm's versatile D500 Hammer machines for road construction and maintenance and for their industrial trailers. He confidently anticipates total orders in excess of £120,000 during the next three months as a result of the mission.

The Liner Concrete Machinery Co. Ltd., Gateshead, manufacturer of concrete mixers, dumpers, fork lift trucks and fully automated concrete batching plants, received a firm order worth £14,000 in Dubai for its mixers and has also been asked to quote during the mission for a large scale batching plant which could be worth £75,000.

Clive Wakley, the firm's export sales manager, is optimistic that the order will be confirmed and at the end of the mission he also received a provisional order here for dumpers and mixers worth approximately £60,000.

Other companies on the mission left here without so much as one order to report, yet remained satisfied with their tours. For example, Rodney Flitt, sales director of Moorlite Electrical Ltd., Ashton-under-Lyne, manufacturer of a comprehensive range of lighting equipment, joined the mission to conduct an in-depth market survey. Before leaving here he described the results of this survey as suggesting 'a substantial business for Moorlite' and he now intends to appoint agents in all the countries he visited.

In Bahrain alone he estimates that the market in the first year could be worth £100,000, and a potential agent in Dubai indicated that he could obtain orders for a £¼ million in the first year and is prepared to accept regular shipments which he will stock.

'The mission,' said Mr. Flitt, 'has had a lot to commend it – it has been well organised, the assistance provided by the commercial sections of the Embassies has been extremely valuable and I will certainly be following up this first visit with another in the autumn.'

The importance of 'following up', was continually repeated by the leader of the mission, Professor Howard Bowen-Jones, Director of Middle Eastern and Islamic Studies at Durham University, and no stranger to the Gulf States.

'What is required,' he said, 'is an endless amount of hard work, with specific proposals and regular visits.'

Certainly companies coming out here for the first time should not expect an easy sell, with large orders from one visit. The

problems are, as all the 11 companies on this mission discovered, enormous – even as basic, for example, as attempting to locate a customer's office in a street without a name.

In addition, the competition for almost any product is considerable: as the mission members were checking out of their hotel in Riyadh, trade delegations were arriving from Italy and America and the arrival of however large a mission scarcely makes news in any of the local papers.

Delivery dates, too, can be a problem for UK companies, as Peter Shore, Secretary of State for Trade, stressed recently after his visit to the Gulf States.

"I found a constant concern,' he said, 'expressed about our delivery dates. This is a point to which the whole country must be alerted if we are to take full advantage of this and other rapidly expanding markets.'

Hold ups occur in some of the ports along the Gulf and, as the leader of the mission indicated, UK firms must recognise that transporting goods overland is entirely feasible.

Despite the problems, this mission has proved that there is an enormous market both here and in the other Gulf States and Saudi Arabia for a cross-section of products – Pyrex dishes, Lake District slate, reconditioned engines, fluorescent lighting, for example.

As one of the mission members, Edward Clarke, sales engineer for W. H. Smith and Co., structural engineers, put it: 'The opportunities in the Gulf and Saudi Arabia are boundless for UK companies. We will certainly be returning soon. The contacts I have established should certainly ensure firm orders within the next year.'

Linguaphone director going round Far East

Roland Brockhurst, marketing director of Linguaphone Institute Ltd., is leaving London mid-May for a tour of the Far East. The company reports that it is represented throughout the world and is exporting Linguaphone courses to 73 countries.

Leicester group plans another trip to Iran

Initial orders worth £401,000 have been received by firms which took part in the mission to Iran in January under the auspices of Leicester and County Chamber of Commerce, it is reported.

It is unusual for orders to be placed so soon after a mission and Chamber officials are delighted with the response. H. Leslie Milliard, Chamber chief executive, said: 'We must emphasise that these are initial orders and we are confident that the value of the final total will be considerably more.'

All the orders are for capital equipment.

The Chamber plans to follow up its success by sending another mission to Iran: it will leave on 10 October and return on 25 October.

Industrialists and bankers in exploration of Indonesia

A team of industrialists, bankers and consultants, led by Sir Michael Clapham (vice-president and immediate past president of the CBI), left London on 25 April for a 10-day fact finding visit to Indonesia on behalf of British industry.

The purpose of the mission is to find out, at first hand, the prospects for developing British trade and investment in Indonesia, one of the most exciting growth areas in the world, states the CBI. With oil, vast natural resources and a population of 120 million in a country of 13,000 islands and bigger in area than the EEC, Indonesia stands out as a country where opportunities exist now for British industry.

Members of the team, selected in consultation with the Indonesian Ministry of Industries, cover a broad spectrum including agriculture, light machinery, automotive products, food processing, marine and light engineering, rail transport and shipbuilding and shipyards.

On their return, the mission will publish a report which will invite British industry to look more closely at this market and it will hold a series of conferences to stimulate greater interest in the development of trade and investment in Indonesia.

Further information is available from Michael Thornton, Asia Department, Overseas Directorate, CBI; tel. 01-930 6711, ext. 321.

CBI to Ecuador and Venezuela

Two high-level missions, sponsored by the CBI and supported by the British Overseas Trade Board, to Venezuela and Ecuador arrived back in England recently.

The missions were led by Sir Peter Hope, KCMG, TD, former British Ambassador to Mexico. The deputy leader was Sir John Wrightson, TD, DL. The team, comprising directors of leading British companies, represented a wide spectrum of British industry and commerce, including steel, petrochemicals, agriculture, agro-industry, ports and railways and banking.

The purpose of the missions, 6-21 March, was to study the industrial and infrastructure plans in Venezuela and Ecuador and to learn of the most recent progress of national development policy. They were discussing opportunities for co-operation through joint enterprises in the public and private sectors, transfer of technology and industrial training.

In both countries substantial increased oil revenues have created considerable new opportunities for British visible and invisible exporters, states the CBI.

Birmingham party visits Tanzania

From J. K. Chapman, First Secretary (Commercial), British High Commission, Dar es Salaam: A BOTB-supported mission from Birmingham Chamber of Industry and Commerce, comprising representatives of Brockhouse Export Ltd., Pricemaster Ltd., Shannon Power Services Ltd., L. Oertling Ltd., J. L. Knitting Co., Thomas Fattorini Ltd., Sutcliffe Melbourne, Staines Group (Catering Equipment) Ltd. and Samco-Strong Ltd. recently paid a successful visit to Tanzania.

Mission secretary Tom Edgar said that mission members were impressed with business potential in Tanzania and that all were satisfied with their talks with various local businessmen. Although prime objectives had been the visiting of customers and agents, plus market exploration and sales, the visit had also scored public relations success, being the first to visit Tanzania since 1971.

The UK is the major trading partner of Tanzania and, despite current foreign exchange difficulties and severe import licensing, sold £29.5 million worth of goods to Tanzania during 1974.

While in Tanzania, 5-11 April, Mr. Edgar, secretary of the Tropical Africa Advisory Group of the British Overseas Trade Board, held useful discussions with the Minister for Commerce and Industry, Amir H. Jamal, as well as with the governor of the Bank of Tanzania and presidents of chambers of commerce and other senior officials.

Safety authorities learn of advances

Recently returned from 30,000 mile journeys in the cause of industrial safety are two representatives of J. & S. Sieger Ltd. of Poole in Dorset. Roland Cunnel, director, and Arthur Thompson, export manager, visited the Far East and Australia telling safety authorities and distributors of new technological advances and developments in their range of flammable and toxic gas detection instruments.

In the course of their journeys, both executives report, they achieved success in the promotion of J. & S. Sieger equipment, particularly in the Far East, and strengthened its international sales and distribution network.

Export Business

Two jumbo hover transporters for Alaska pipeline project

Two jumbo hover transporters for use on the Alaska pipeline have been ordered from a Southampton firm. Worth in excess of two million dollars, the 160-ton payload hover transporters go into commission this month and will operate 20 hours a day ferrying trucks and supplies across the 3,500 ft. wide Yukon River to Five Mile Camp near the Arctic Circle.

The ro-ro hover transporters have been ordered from Mackley Ace Ltd. by the Alyeska Pipeline Service Co., a consortium of eight oil companies responsible for the trans-Alaska pipeline. The order was obtained in conjunction with Bell Worldwide Inc., a member of the Tiger Leasing Group in Chicago, which is Mackley Ace's US agent and partner on this contract.

A team of Mackley Ace engineers are in Alaska to supervise construction of the two hover transporters.

Over four miles of specially-coated fabric will be made by Avon Industrial Polymers for the skirt system which will have to remain effective in temperatures as low as minus 100 degrees C. Some 13 tons of fabric will be used for the two skirt systems and their 70 in. deep secondary spray skirts.

The hover transporters will be used whether the Yukon is frozen or flooded until a permanent bridge has been built over the river. A winch will be used to draw the platform over the river.

Computer complex cool in Baghdad

Precision Air Control Ltd., of Edenbridge, Kent, has received an order worth £170,000 for the supply of all air conditioning and specialist constructional materials for a new computer centre in Baghdad.

The order, placed by the Iraq Government, brings the company's monthly sales to over £250,000 for the second time during the current financial year, it is reported.

The environmental control equipment supplied by PAC for the computer centre includes 10 air handling units, two packaged water chillers with cooling towers, smoke detection equipment, together with 7,000 sq. ft. of raised modular floor and 5,000 sq. ft. of ventilated ceiling. The contract also includes associated mechanical services such as pumps, lighting and an intercom system.

Vegetable oil plant – Yugoslav contract

Simon-Rosedowns Ltd. of Hull (a Simon Food Engineering company), which specialises in the design and manufacture of equipment for the vegetable oil and protein industries, has won a contract worth over £500,000 from Yugoslavia.

The contract, placed by Biddle Sawyer and Co. Ltd., London, is for a complete vegetable oil extraction and processing complex to process up to 250 tons per day of sunflower seed or 125 tons per day of soyabean. This complex, to be installed at the Titov Veles factory of Fabrika Za Maslo, will consist of seed preparation and prepressing plant, solvent extraction plant and oil processing plant, all of which are to be supplied by Simon-Rosedowns.

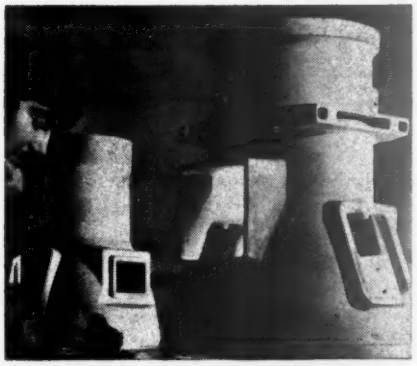
Delivery of the plant is under way and Simon-Rosedowns' engineers will be visiting Yugoslavia to supervise the erection and commissioning.

Another deal with Finns for measuring equipment

Rosemount Engineering Co. Ltd. of Bognor Regis has received two orders, worth in total more than £200,000, to supply equipment for the pulp paper industry in Finland.

The orders, for which Rosemount quoted against several other European companies, are for differential pressure measuring equipment, platinum resistance thermometers and accessories and temperature transmitters. The first order is due for completion by the end of this year and the second by the end of next January.

A previous Finnish order, worth £100,000 and delivered in 1974, was for a similar installation.



Components such as these aluminium alloy mass X-ray equipment housings for Optische Industrie of Delft, Holland, are produced by RKB Precision Products of Sandy, Bedfordshire, using precision sand casting techniques specially adapted to meet the changing requirements of designers and production teams.

Hungarians order freezer trailers

In the face of strong competition from Germany, Crane Fruehauf has won a contract worth £1.25 million from Hungarocamion, Hungary's international road haulage enterprise. The contract, signed in Budapest last month by group chairman L. Allwood is for the supply of 100 refrigerated trailers and 13 other special vehicles. Deliveries are due to begin in May.

Mr. Allwood said he was confident this contract would be the first step in the growth of a fruitful co-operation between Mogurt, the responsible state trading company and Crane Fruehauf, the British Embassy in Budapest reports.

The company's East European sales director, Mrs. Irene Tunstall-Dunn, who has been working in Eastern Europe for 18 years, has been elected one of the Soviet Union's 10 Women of the Year.

Freight container doors go to Federal Republic

The first export order for Plymetal panels, worth DM 50,000, has been completed by the Grangemouth branch of the Phoenix Timber Co. Ltd.

It covered the supply of 350 freight container door panels, manufactured in three sizes and comprising 18 mm. WBP plywood faced on both sides with 0.8 mm. aluminium, for Ackermann Freuhauf GmbH of Wuppertal in the Federal Republic of Germany.

European Community

EEC consumer protection and information policy

First four-year programme adopted

On 14 April 1975 the Council adopted the Resolution on the preliminary programme for a consumer protection and information policy – the first EEC programme specifically aimed at helping the consumer.

It is to be considered as the first stage of a more extensive programme which may well need to be developed in the course of time. The aim is to implement this first phase within four years.

Although a preliminary programme, it is based on a fairly comprehensive statement of the protection and assistance consumers should receive both at Community and national level – the consumers' 'bill of rights'. The programme's stated objectives are to secure protection of consumers' health, safety and economic interests; to ensure adequate facilities for redress and advice; to provide consumer information and education; and to ensure that consumers are consulted and represented in the development of policies which concern them.

For each of these objectives the programme lays down principles which should underlie the action to be taken and proposes priorities for action.

The earliest developments are expected in the fields of health and safety and labelling, where a number of proposals for directives are already under discussion in the Community institutions.

Health and safety

The fields which are identified as being of particular importance for consumer health and safety are as follows:

food
cosmetics and detergents
tools and consumer durables
automobiles
textiles
toys
dangerous substances
objects which come into contact with food products
medical preparations
fertilisers and pesticides
veterinary products and animal feeding stuffs

Economic interests of consumers

The programme calls for the harmonisation of the general conditions governing consumer credit, including hire-purchase, and protection of consumers against untruthful or misleading advertising and against certain abusive trade practices.

The programme's 'bill of rights' for consumers

Protection of health and safety
Protection of economic interests
Facilities for redress and advice
Information and education
Consultation and representation

Redress and advice

The programme provides for a series of studies, with particular reference to systems of consumer aid and advice in the Member States and to systems for making complaints, for arbitration and for out-of-court settlement of disputes.

Information and education

Priorities here include action on labelling and promotion of collaboration in comparative testing.

Provision is also made for studies by the Commission in conjunction with the Member States and consumer organisations to promote consumer education at school, university and other educational establishments; and for the dissemination of information to consumers on a wider scale.

Consultation and representation of consumers

This last aim will be pursued by means of a comparative study of the various types of consumer consultation, representation and participation employed in the Member States, by improved co-ordination of work carried out by national consumer organisations and by reminding Member States that consumer representatives may be appointed to the Economic and Social Committee.

Collaboration with others

When implementing the programme the Commission will collaborate with and take account of the studies and work already undertaken by the Member States, other international bodies and consumer organisations.

Catalogues of Government Publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room C46, Atlantic House, Holborn Viaduct, London EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

EEC Referendum Bill: declarations to be made by regions and counties

As the EEC Referendum Bill completed its committee and report stages in the Commons last week, the House voted against the Government's recommendation for a single national count.

It is now likely that declarations of the result will be made separately for Northern Ireland and the Isles of Scilly, as well as each county in England and Wales and each region and island area in Scotland. There are 47 counties in England, eight in Wales, and 12 regions in Scotland. The result, which will be declared nationally on 8 June, will be reported in both Houses of Parliament on the following day.

Local counts

With the decentralisation of the declaration process, the Government accepted the proposal for counts to be organised by local authorities on a county basis.

Announcing the Government's decision on this principle on 24 April, Leader of the House Edward Short said that, after contacting the county authorities, he was satisfied that the count could be conducted at county level.

He pointed out that 'it would be undesirable for the results to come out over a few days. I do not yet know how we shall get over that problem but we are working on it. I think that it will be possible to ensure that no counties start the count before the next morning at a given hour and that no results are announced before a certain hour that evening.

'That arrangement will not entirely get over the problem but it will ensure that the announcements are telescoped into a relatively short period.'

From the Commons the Referendum Bill went to the House of Lords for consideration; it was then due to return to the Commons for its final stages and it is hoped that the Bill will receive Royal Assent on 6 May.

Sir Philip Allen

Recently appointed national counting officer designate for the referendum, Sir Philip Allen remains responsible for the co-ordination of the central organisation, to give advice, for example, on the possible necessity of a recount.

The Community's Business Co-operation Centre

Looking for a business partner elsewhere in the Community? . . . You might find him here

The Commission of the European Communities set up the Business Co-operation Centre last year to encourage co-operation between firms in different Member States wishing to increase competitiveness and respond to the opportunities opened up by access to the Community's markets. Co-operation is defined as the pooling of one or more activities of the partner firms; for example, in research and development, supplies, production, marketing and sales and management.

A firm seeking the Centre's help will be asked to provide certain information about itself, and to define exactly what type of partner and what type of co-operation it wants. All the information supplied, and any inquiries received, are treated as strictly confidential, and no names are revealed without the agreement of all parties. The Centre will search its files for a suitable partner, and, if the application cannot be matched with an offer already registered, will, if the firm agrees, circulate a summary of the firm's requirements, with no names mentioned, to the 'correspondents' which it has in every country of the Community.

It is as one of the Centre's correspondents in this country that we reproduce the latest batch of requests for co-operation below. Readers wishing to obtain further information should write direct to the Centre at the following address, quoting the reference number of the request[s] in which they are interested: Business Co-operation Centre, rue Archimede 17, B-1040 Brussels. The Centre makes no charge for its services.

Reference BRE/3124/839
Rapidly expanding Belgian organisation, mainly engaged in computer based services (service bureau, data entry, software, also education), turnover 100 million Belgian francs, seeks partner in Great Britain, Germany, the Netherlands, Italy and France, in order to set up a common organisation, implying a certain degree of financial integration, in order to develop and diversify the partners' activities and products; partners should be of compatible size (turnover between 50 and 250 million Belgian francs), engaged in computer based activities be limited companies, independent of hardware manufacturers, and preferably independent of very large industrial or financial organisations.
Languages: Dutch, French, English, German.

Reference BRE/3081/256
French SARL (private company with limited liability) manufacturing, according to customer's specifications, special indoor and outdoor surfacing products for industrial use (electrical and mechanical engineering, electronics, gas, defence, flexible or rigid metal food packagings, printer's inks), turnover 100 million French francs (including tax), payroll 320, large research department (50 graduates); seeks co-operation with British or German company also manufacturing highly technical products, with view to exchanging results and know-how and undertaking joint research. The French company could acquire a share in the associate's capital.
Languages: French, English, German.

Reference BRE/3122/316
French company specialising in the manufacture of tools for the working of tubing (cutters, taps, dies, etc.) and tools (hand and pneumatic) for garages and industry, turnover 75 million French francs, 700 employees – seeks co-operation with European partners of the same sector with a view to an exchange of products to enlarge the range of articles sold and/or the exchange of know-how to complete production programmes of these goods.
Languages: French, English, German.

Rules of origin for trade between the EEC and EFTA

The rules of origin for trade between the EEC and EFTA countries have now been in force for two years. Several countries, both in the EEC and EFTA, have produced proposals for changes in particular rules applying to certain products and to the system of cumulation. The Department of Trade has written to trade associations asking for their views on the origin rules as applied to products of concern to them; any association which has not been contacted and wishes to be consulted should write to the Department of Trade, General Division (2), Kingsgate House, Room 322, 66-74 Victoria Street, London SW1E 6SJ, or tel. 01-215 5713/5750 as soon as possible.

EEC information for businessmen: free booklet

'EEC – Your Questions Answered', an 87-page booklet published by the EEC Information Unit, contains answers to businessmen's inquiries on a wide range of EEC subjects. These include trade with EFTA and other countries associated with the Community, customs procedures and documentation, tariffs, market information and non-tariff barriers to trade. The booklet also contains background information about how the Community works and other factual information.

Copies are available, free of charge, from the EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4301 (6 lines).

New EC Legislation

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY. The texts of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Fruit and vegetables. Regulation (EEC) 948/75 applying quality class 'III' to certain fruit (ie lemons, table grapes, cherries and strawberries) for the 1975/76 marketing year. (*Official Journal* L91, 12 April 1975)

Regulation (EEC) 950/75 derogating in respect of the 1975 marketing year from the common quality standards for strawberries. (*Official Journal* L91, 12 April 1975)

Regulation (EEC) 951/75 derogating in respect of the 1975 marketing year from the common quality standards for peaches. (*Official Journal* L91, 12 April 1975)

Regulation (EEC) 952/75 derogating in respect of the 1975 marketing year from the common quality standards for cucumbers. (*Official Journal* L91, 12 April 1975)

Live plants and products of the flower growing industry. Regulation (EEC) 949/75 amending Regulation (EEC) 315/68 as regards the quality standards for lilium bulbs. (*Official Journal* L91, 12 April 1975)

Regulation (EEC) 963/75 fixing the minimum prices for exports to third countries of corms, bulbs and tubers of begonias, dahlias, gladioli and sinningias. (*Official Journal* L93, 15 April 1975).

Oils, fats and oilseeds. Regulation (EEC) 965/75 amending Regulation (EEC) 1204/72 laying down detailed rules for the application of the subsidy system for oil seeds. (*Official Journal* L93, 15 April 1975)

Cereals and rice. Regulation (EEC) 972/75 amending Regulations (EEC) 1223/74 and (EEC) 2637/70 as regards the period of validity of certain export licences for cereals and rice. (*Official Journal* L94, 16 April 1975)

Regulation (EEC) 980/75 amending Regulation (EEC) 1052/68 on the import and export system for products processed from cereals and from rice. (*Official Journal* L95, 17 April 1975)

Regulation (EEC) 982/75 fixing, for the 1975/76 marketing year, the monthly increases for cereals, wheat and rye flour and wheat groats and meal. (*Official Journal* L95, 17 April 1975)

Regulation (EEC) 1015/75 suspending the advance fixing of accession compensatory amounts for certain products processed from common wheat. (*Official Journal* L98, 19 April 1975)

Fish and fish products. Regulation (EEC) 974/75 extending the period of validity of protective measures in respect of the import of certain fishery products. (*Official Journal* L94, 16 April 1975)

Seeds. Regulation (EEC) 964/75 specifying the varieties of *Lolium perenne L.* to be regarded as 'late', 'medium-late' and 'early'. (*Official Journal* L93, 15 April 1975)

Decision 75/216/EEC authorising Belgium to permit, for a period which expires on 30 April 1975, the marketing of seed of some varieties of spring wheat not complying with the requirements set out in Directive 66/402/EEC on the marketing of cereal seed. (*Official Journal* L96, 17 April 1975)

Decision 75/217/EEC authorising France to permit, the marketing of seed of monoecious hemp and sunflower, for a period which expires on 31 July 1975, not complying with the requirements set out in Directive 69/208/EEC on the marketing of seed of oil and fibre plants. (*Official Journal* L96, 17 April 1975)

Decision 75/218/EEC authorising the Netherlands to permit, for a period which expires on 30 April 1975, the marketing of seed of spring wheat not complying with the requirements set out in Directive 66/402/EEC on the marketing of cereal seed. (*Official Journal* L96, 17 April 1975)

Decision 75/219/EEC authorising the United Kingdom to permit, for a period which expires on 30 June 1975, the marketing of seed of broad bean not complying with the requirements set out in Directive 70/458/EEC on the marketing of vegetable seed. (*Official Journal* L96, 17 April 1975)

Processed fruit and vegetables. Regulation (EEC) 981/75 amending Annex I to Regulation (EEC) 865/68 as regards certain products falling within subheading 20.06 B II of the Common Customs Tariff. (*Official Journal* L95, 17 April 1975)

Trade Information

Eric Deakins signs Anglo-Bulgarian Co-operation Programme

Although United Kingdom trade with Bulgaria is small, the rapid growth of the Bulgarian economy, including the establishment of new industries and the modernisation of agriculture, presents encouraging opportunities for the expansion of this trade and in particular for the export of British goods and technologies.

Our exports to Bulgaria have increased in the past decade from a total of £2.8 million in 1964 to £18.0 million in 1974. It is the Government's view that there is still room for further growth and it therefore entered into a 10-year Agreement in 1974 for the development of economic, industrial, scientific and technological co-operation. The Agreement identified a number of broad sectors of industry in which there were thought to be good opportunities for co-operation between British firms and Bulgarian organisations.

At the second meeting of the Anglo-Bulgarian Joint Commission held in Sofia last July, it was agreed that it would help to further the objectives of the 1974 Agreement to conclude a detailed Programme of Co-operation. This Programme has since been agreed and was signed by Eric Deakins, Parliamentary Under-Secretary of State in the Department of Trade, for the United Kingdom, and by Mr. A. K. Lukanov, First Deputy Minister of Foreign Trade, for Bulgaria on 24 April.

The Programme, the text of which is reproduced below, identifies in greater detail those sectors of industry and agriculture in which there are thought to be particularly promising prospects for co-operation and trade between the two countries and where there is understood to be evidence of genuine interest on both sides. In some cases commercial negotiations are already taking place.

This Programme provides a framework for future business. The specific items which are included do not represent commitments, but are signposts pointing the way to the specific areas where opportunities have been identified by the two sides. It is now for individual companies in the United Kingdom to follow up these opportunities.

Bulgaria, like other countries in Eastern Europe, is interested to conclude some of its major projects on the basis of co-operation. In recent years a number of British companies have concluded worthwhile projects of this kind with Bulgarian industry, including Rubery Owen (container straddle carriers) in 1972 and Cadbury-Schweppes (soft drinks) in 1974. A number of sizeable co-operation deals are currently under discussion between the Bulgarian authorities and British industry and other opportunities will arise under the next Five-Year Plan in Bulgaria (1976-80), full details of which will be published by the Department of Trade as soon as they are available. The larger projects in Bulgaria often provide opportunities for sales to other CMEA markets.

Mr. A. K. Lukanov was in London last week for the third meeting of the Anglo-Bulgarian Joint Commission. During his visit Mr. Lukanov had discussions with Mr. Deakins and with Mr. Bishop, Minister of State at the Ministry of Agriculture, Fisheries and Food. He spent two days in Scotland where he met the Scottish Council for Development and Industry and the Glasgow Chamber of Commerce and had discussions with a number of important representatives of industry. In London he was entertained by the East European Trade Council and the London Chamber of Commerce and Industry and had further meetings with leading industrialists. In his speech at the London Chamber of Commerce and Industry on 25 April (which has been reported separately) he expressed ideas about the ways in which Anglo-Bulgarian trade and co-operation could be further developed to the advantage of both parties.

After the signing: A. K. Lukanov, Bulgaria's First Deputy Minister of Foreign Trade (left), and Eric Deakins, Parliamentary Under-Secretary of State for Trade.

The Programme

Programme for the development of long-term economic, industrial, scientific and technological co-operation between the United Kingdom of Great Britain and Northern Ireland and the People's Republic of Bulgaria.

Introduction

Economic relations between the United Kingdom of Great Britain and Northern Ireland (hereinafter called 'the United Kingdom') and the People's Republic of Bulgaria have been making steady progress in recent years. The growth in industrial production and export capacity in the two countries and their common interest in the expansion of mutual trade provide a favourable background to the development of their economic co-operation.

In order to take advantage of the opportunities for closer co-operation between the two countries, the Government of the United Kingdom and the Government of the People's Republic of Bulgaria signed in London on 14 May 1974 an Agreement on the Development of Economic, Industrial, Scientific and Technological Co-operation (hereinafter called 'the Co-operation Agreement'). Under the Co-operation Agreement, the two Governments undertook to continue their efforts to encourage the development of such co-operation on a long-term basis.

Since the conclusion of the Co-operation Agreement there have been further discussions between the two sides in order to define more precisely the various forms of such co-operation and to identify the particular areas where co-operation between United Kingdom firms

and Bulgarian enterprises might be encouraged in accordance with the long-term economic plans of the two countries. The two parties have drawn up a programme indicating the ways in which such co-operation might be developed. This programme will derive its authority from the Co-operation Agreement and will be carried out in accordance with the provisions of that Agreement.

In order to meet the objectives of the Co-operative Agreement, the two parties will foster and encourage the following main forms of mutually beneficial co-operation:

A. *Industrial co-operation between United Kingdom firms and Bulgarian enterprises involving:*

(i) participation in the establishment of new production units in the two countries;
(ii) participation in the reconstruction and modernisation of existing plants in the two countries;
(iii) exchange of licences and information on production, marketing and technological experience;
(iv) co-operation in the planned development of their production and marketing capacities;
(v) joint participation in undertaking complete projects in the two countries and in third markets (including the provision of resource surveys and of design, engineering, constructional and other services and the supply of machinery and equipment);
(vi) joint development of new products (including industrial and agricultural consumer goods) to meet the requirements of the markets of the two countries and other world markets;
(vii) co-operation in the marketing in third countries of products which result from industrial co-operation between firms and enterprises of the two countries, including co-operation through joint ventures.

B. *Scientific and technological co-operation between United Kingdom and Bulgarian organisations, including:*

(i) two-way exchanges of scientists, and engineering and technical staff, for short and long-term training courses with appropriate firms, enterprises and research institutes;
(ii) in connection with agreed research programmes, the mounting of study tours, missions, technical conferences, colloquia, visits and other forms of contact, which may lead to the establishment of *ad hoc* joint working groups in appropriate cases;
(iii) direct collaboration between the United Kingdom and Bulgarian scientific and technical institutes;
(iv) the exchange of technological and research data and documentation.

The two countries consider that there exist favourable opportunities for mutually advantageous co-operation in the following basic fields:

(i) Article 2 of the Co-operation Agreement identifies the broad industrial sectors where opportunities for mutually advantageous industrial co-operation between United Kingdom firms and Bulgarian organisations may exist. A more detailed list of the specific subjects for such co-operation is attached at Annex 1 hereto. These will represent the priority areas for consideration but other subjects may be added from time to time by mutual agreement.
(ii) some areas in which Bulgarian industry is understood to have capacity for co-operation in third countries with United Kingdom industry are identified in Annex 2 hereto. The United Kingdom side will draw this list to the attention of the United Kingdom industries concerned.
(iii) possible areas for scientific and technological co-operation during the period 1974-84 are set out in Annex 3 hereto, but other areas may be added from time to time by mutual agreement.

The parties consider it desirable that sufficient specific information should be provided at the stage of initial exploration of projects and opportunities for co-operation in order to enable final decisions to be arrived at in the shortest possible time.

In accordance with the provisions of Articles 1 and 5 of the Co-operation Agreement both parties will endeavour within the limits of their competence and in accordance with the laws and regulations in force in their respective countries to provide the most favourable conditions for the conclusion and implementation of mutually beneficial co-operation contracts.

The terms governing individual projects of economic, industrial, scientific and technological co-operation will be agreed upon between the interested firms, enterprises and organisations of the two countries, but the parties consider that there could be a broader application of the principle of providing for supplies of equipment to be paid for wholly or partly in the products of joint co-operation projects.

The parties expressed the mutual view that closer co-operation could help towards the doubling of the 1973 value of two-way trade by 1980.

Both parties agreed to encourage contacts and co-operation between the appropriate organisations, firms and enterprises in the two countries engaged in the field of international tourism, for the exchange of information and experience in providing services in hotels, restaurants, camping sites and car service stations and in the joint construction of tourist projects, with the aim of increasing the exchange of tourists.

Both parties confirm their willingness to draw the attention of the appropriate organisations, firms and enterprises in their respective countries to the opportunities for co-operation set out in this Programme and to take all possible steps to encourage and promote co-operation in these fields, in accordance with the provisions of the Co-operation Agreement.

ANNEX 1

Possible areas for industrial co-operation

A. Agricultural and food processing industries

1 Construction and production of technological and other equipment for animal-breeding farms;
2 Plant and machinery for the production of fruit and vegetable preserves, juices, etc.;
3 Machines for the production of cigarettes and parts thereof;
4 Packing machines;
5 Machinery for sorting and handling fruits and vegetables;
6 Production of soft drinks;
7 Production of dairy products;
8 Specialised agricultural machines for soil cultivation and irrigation;
9 Joint construction and furnishing of cold storage and equipment for fruits and other foodstuffs with automatic loading and unloading equipment, including deep freeze equipment.

B. Mechanical and electrical engineering and electronic industries

1 Container and other handling equipment;
2 Motor and electric trucks and components;
3 Diesel engines;
4 Parts and components for the automobile industry;
5 Electric hand tools;
6 Electronic machines and apparatus and parts thereof;
7 Computers and computer components;
8 Radio and TV equipment and components;
9 Metal-cutting machines, including their programs and computer managing systems;
10 Equipment and complete projects for the textile industry, including spares;
11 Construction and utilization of machines for casting machine parts under counterpressure;
12 Machines, equipment and navigation apparatus for the shipbuilding industry;
13 Measuring apparatus and equipment for the filtration of waste industrial water and gas.

C. Chemical and petro-chemical industries

Co-operation in the construction of new or reconstruction of existing capacities for the production of:
1 Polyethylene, HD and LD;
2 Polypropylene;
3 Propylene fibres;
4 Protein based on methanol and normal paraffins;
5 Ethylene oxide
6 Polyurathene
7 Lubricating oils and additives;
8 Liquid herbicide preparations, reglon and gramoxone;

9 Zineb, maneb, cuprocine and autrocol;
10 Copper oxichloride;
11 Gas arctons.

ANNEX 2

Possible areas for co-operation in projects in third countries

I Complete projects
1 Sterile vegetable and fruit preserves and compotes factories with capacity 20 tons per hour shift of finished product;
2 Factory for the production of marmalades and jams with output of 1.5; 3; 6 or 9 tons per eight-hours shift of finished product;
3 Wine processing factories including bottling and handling equipment;
4 Alcoholic drinks distilleries;
5 Seed cleaning factories;
6 Silos for cereals;
7 Fodder enterprises;
8 Slaughter houses for cattle and small farm animals and meat processing factories;
9 Milk processing factories and separate lines for the production of yoghurt, white cheese, Kashkaval (yellow cheese), butter and other products;
10 Cold stores for storing fruits and vegetables from 100 to 5,000 tons capacity, meat from 100 to 10,000 tons capacity, and fish from 100 to 1,000 tons capacity;
11 Ice plants for the production of block ice;
12 Store houses for primary processing of tobacco with capacity 10 and 20 tons per eight-hour shift;
13 Spinning, weaving and spinning-weaving plants;
14 Supply of general engineering workshop machine tools and equipment;
15 Workshops for spare parts production including machine tools and equipment;
16 Water pumping plant;
17 Soda ash plant;
18 Installation for the production of sulphuric acid;
19 Flotation factories for ores and non-ferrous metals;
20 Yoghurt and milk processing plant of all kinds – under Bulgarian licences;
21 Complete equipment for mechanised fattening of calves;
22 Broiler plant;
23 Complete equipment for mechanised fattening of pigs.

II Equipment and manufactures
1 Industrial reinforcement, pipelines, electric equipment, and others for the construction of an ethylene installation.

III Constructions and services
1 Research and designing for:

Architectural construction
2 complexes – blocks of flats, multi-storey houses, private houses, villas, etc.;
3 trade complexes, supermarkets, restaurants, coffeehouses;
4 tourist complexes, hotels, motels, camping sites, etc.;
5 cinemas, theatres, concert halls, music halls, night clubs;
6 universities, schools and other buildings for educational purposes;
7 hospitals, sanatoria, polyclinics and other health institutions;
8 stadiums, sport grounds, sport halls, swimming pools, etc.;
9 parks, gardens, zoological gardens, botanical gardens;
10 urban development;
11 other types of architectural projects.

Transport and communications
12 roads and railways;
13 airports, airfields and hangars;
14 storehouses and depots;
15 garages, repair shops and petrol stations.

Hydrotechnological construction
16 Dams, reservoirs, drainage channels, water towers and reservoirs and any other hydrotechnological equipment for irrigation and water energy;
17 hydroelectric stations and pumping stations;
18 irrigation and draining systems of all kinds;

Industrial construction
19 Silos, store houses, processing enterprises and other projects for keeping or processing of agricultural products, irrespective of the capacity concerned;
20 enterprises for the production and storage of construction materials of any kind;
21 production and service premises belonging to projects in the field of chemistry and metallurgy;

Geological research work
22 detailed geological research of natural resources;
23 designing the construction of mining and flotation factories;
24 laboratory research work on natural resources;
25 hydrogeological research work.

ANNEX 3

Possible areas for applied scientific and technological co-operation

1 Synthetic dyes (cations, dispering, reactive, metal complex) and semi-products thereof;
2 New means of plant protection – production methods, preparations and fields of application;
3 Production of microbial protein for fodder on the basis of oil products, methanol, etc.;
4 Dressing of ores and coal, including microbiological methods of cleaning of ores with low metal content;
5 Utilisation of plasma for metal cutting processes;
6 Production of highly alloyed steel, including electro-technical steel;
7 Electric trucks, motor trucks and other handling equipment for factories, and mechanical treatment of cargoes;
8 Containerisation;
9 Stock improvement activities in cattle-breeding;
10 New technologies and machinery for fodder production;
11 Mechanisation and automation of the various types of production in the food industry (dairy, meat and canning industries);
12 Production of artificial leather, eg porous pvc;
13 Methods of chemical, physical and microbiological purification of industrial water and gas wastes and norms of protection of the environment;
14 Methods of control of air purity during the summer in cities and other urban centres.

Write or phone the Specialists:
A. C. SHAW (EXPORT) SALES CO. LIMITED
127 Cheapside, London EC2V 6DH. Tel. 01-606 9417/8 8567 for by return delivery of
EEC & FTA Movement Certificates (Certificates of Origin)
Export (Certified) Invoices, Bills of Exchange and Sight Drafts
Publishers of: Shaw's Exporters' Guide & Shipping Department Bulletin only £7.75 p.a.
Export Procedure and Documentation—only 40p post paid.

China has a continuing interest in trade with Britain: Eric Deakins

China did not expect her total imports of foreign goods and services to rise significantly over the next two years, said Eric Deakins, Parliamentary Under-Secretary of State for Trade, when he gave a report to the Sino-British Trade Council in London on 24 April about his recent 10-day visit to China.

He said that China had to digest the substantial quantities of plant and equipment recently imported or already contracted. But the Chinese expected to expand their imports after two years, and both in the short and the longer term they would like British companies to have a substantial share of the trade.

'There is no doubt that the Chinese are impressed by the quality of our technology,' he continued. 'Moreover, even if China's total imports remain static over the next year or so, there is no reason why British industry should not try to secure for itself a larger proportionate share.'

On prospects for the future, Mr. Deakins said that China was still working out her priorities for the next five- and 10-year plans, and might well be uncertain about the quantity of foreign exchange likely to be available for imports. These imports would continue to be limited very largely to capital projects and sophisticated goods with a high technology content.

'They are likely to be in the market in the next few years for aircraft (although probably more for components and ground control equipment than for whole machines), petrochemical plant, coal mining equipment, transport equipment (both land and sea) and power generating plant.

'I also tried to stimulate interest, among other British products, in telecommunications, railway and oil equipment, suggesting that these would be suitable fields for inward missions from China,' he added.

Referring to the British Overseas Trade Board Exhibition of Machine Tools and Scientific Instruments held at Shanghai from 25 March to 4 April, Mr. Deakins said that the Chinese Machinery Import Corporation had confirmed there would be a continuing demand for the more sophisticated machine tools and scientific instruments, and it was fair to conclude that the theme of the Shanghai exhibition was well chosen.

Mr. Deakins had discussed with the Chinese the possibilities for future specialised exhibitions in China, but it was too early to say what the theme of our next exhibition would be. Various ideas had been canvassed which were being discusssed with the SBTC, and would then be put to the trade associations for their views.

Mr. Deakins emphasised that it was the British firms which continued to trade with China during the next two years that would be best placed when the growth of the market occurred. He was certain the Chinese wished to expand their trade links with Britain.

Application for temporary exemption from import duty

The Department of Trade is considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to General Division, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption.

Representations should be received by 16 May.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.04	Silicon rods, n-type, with a resistivity not less than 5,000 ohm cm., being not less than 45 mm. in length and not less than 23 mm. in diameter	Float zone silicon with resistivity greater than 5,000 ohm-cm. n-type	31 December 1975	15483

International Freight Forwarders

British Commercial Transport Co. Ltd.

Head Office:
International House,
2 Balfour Road,
Ilford,
Essex IG1 4JL.
Telephone: 01-478 3361
Telex: 896907

The Complete Freight Forwarding Service

* Shipping & Forwarding * Groupage * Full Loads * Warehousing & Distribution * Air Freight * Travel Agents * Export Packing * Air Charter * Insurance * Finance

ALSO AT: LONDON AIRPORTS, BARKING, BIRMINGHAM, FELIXSTOWE, GLASGOW, GRANGEMOUTH, HARWICH, HULL, LEITH, LIVERPOOL, MANCHESTER, SHEFFIELD, SOUTHAMPTON, STRATFORD, HONG KONG

Leyland 'Marathon' completes 7,800-mile demonstration run

The first Leyland 'Marathon', a left-hand drive sleeper cab tractor powered by a 327 bhp diesel engine and plated for 44 tons gcw, recently returned from a 7,800-mile demonstration run to Tehran and back. 'Marathon' 001, with 40 ft. Merriworth TIR tilt semi-trailer, was loaded with £80,000-worth of exports. Weather on the outward trip was exceptionally bad and in the mountainous regions of Turkey at nearly 9,000 ft. above sea level, temperatures as low as −40°C were encountered. The picture shows the vehicle at Tehran, ready for the return journey.

ODM loan benefits for British industry

British industry received £25,823,000 in March from orders following loans made to developing countries by the Ministry of Overseas Development. This included more than £13 million worth of goods and services for India, from a current maintenance loan. This brought the total of such disbursements for the past financial year to over £97,000,000.

The following were among contracts accepted during March for financing under various aid arrangements, including earlier contracts now accepted for reimbursement from aid funds: Land-Rovers for Colombia (£123,598), from British Leyland International Ltd., London; pharmaceuticals for Bangladesh (£102,725), from ICI Ltd., London; blood plasma cabinets for Bangladesh (£25,168), from Lec Refrigeration Ltd., Bognor; generators for Jordan (£68,058), from Dale Electric Ltd., Filey; insulators for Nigeria (£216,589), from Doulton Insulators Ltd., Tamworth; aluminium conductors for Nigeria (£449,746), from BICC Ltd., London; windows and doors for The Gambia (£30,571), from Rothervale Manufacturing, Sheffield; Bedford chassis for Kenya (£21,767), from Vauxhall Motors Ltd.; cast iron fittings for Mauritius (£20,268), from Henry Robinson Ltd., Stourbridge.

Deferred payment of import duties and analogous charges: bank guarantees

The Duty Deferment scheme is described in Customs and Excise Notice No. 101. As operated at present the scheme requires importers and others who wish to avail themselves of the facilities to make separate application for approval to each Collector of Customs and Excise in whose Collection entry is made of imported goods on which deferment is to be claimed. A separate bank guarantee normally has to be lodged for each such Collection.

Representations have been made that it is uneconomic and burdensome for importers and agents who import goods or who operate on a wide scale to have to maintain a number of guarantees. Accordingly, consideration is now being given to providing a national guarantee facility for importers and agents who have import transactions in not less than three ports or places. The implementation of such a scheme would involve Customs and Excise in considerable administrative and accounting problems and before detailed examination is undertaken the Department would need to be assured of a substantial demand for the facility.

A document which outlines the scheme has been prepared by HM Customs and Excise, copies of which can be obtained: General Customs Division A, Branch 2, Room 19/E, Kent House, Upper Ground, London SE1 9PS (tel. 01-928 0533, ext. 434) – quote reference GCA5/21.

Declaration of facts relating to value for duty purposes

From 1 July 1975, declarations of Customs and Excise Declaration of Value Form C 105 of the facts relating to the value of goods for duty purposes will not normally be required where the total value of the goods covered by a customs entry does not exceed £500. The present limit in this respect is £250.

Tariff division: change of title

Following an internal reorganisation to facilitate the handling of the Department of Trade's responsibilities, Tariff Division has now been retitled General Division. The functions and addresses of offices dealing with particular tariff or import licensing matters are not affected.

Cuba: postal arrangements

British firms wishing to send normal commercial mail to the British Embassy in Havana should now take advantage of the new PO Box which has been opened in Kingston, Jamaica and not the PO Box in Mexico City. Correspondence should be addressed: c/o British High Commission, PO Box 882, Kingston, Jamaica. Inquiries: CRE ext. 4297

Tariff and Trade Notices

Norway

Tax changes. The following amendments have been made to excise taxes in Norway:

Spirits, tax increased on 1 January 1975
Wines, fruit wines and mead of an alcoholic strength below 14%, tax increased on 1 January 1975
Beer, tax increased on 15 February 1975
Pure spirit and isopropanol, tax increased on 1 January 1975
Cigarettes, tax increased on 1 January 1975
Smoking tobacco and cut chewing tobacco, tax increased on 1 March 1975
Non-alcoholic carbonated beverages and carbon dioxide for the manufacture thereof, tax increased on 1 January 1975
Taxes on the following were abolished on 1 January 1975:
- Plastic carrier bags for shopping
- Spirit and isopropanol in cosmetic toiletries
- The serving of beer on licensed premises

Inquiries: OTAR ext. 458/459.

France

Global quota for sheepmeat. The French *Journal Officiel*, 12 April 1975, announced the opening of a quota for the importation of frozen sheepmeat (ie mutton and lamb, tariff no. 02.01 A ex IV) originating from all countries other than the original six member countries of the EEC. Import certificates will be granted by the Office national interprofessional du bétail et des viandes (ONIBEV), 8-10 Boulevard de Vaugirard 75738, Paris CEDEX 15. Licences will be valid until 30 September 1975 and will be stamped accordingly by the Direction générale des douanes et droits indirects. The ONIBEV certificates will state the period of validity for use. Copies of the French text can be sent on request or seen at Export House. Inquiries: OTAR ext. 423/408/482.

Republic of Ireland

Medical Preparations Regulations. Under the Medical Preparations (Licensing of Manufacture) Regulations, 1974 it will be necessary for persons engaged in the manufacture of medical preparations to hold a licence from the Minister for Health. The date from which this licence requirement will operate has been fixed at 1 October 1975.

Under the Medical Preparations (Wholesale Licences) Regulations 1974 it will be necessary for persons engaged in the sale by wholesale of medical preparations to hold a licence from the Minister for Health The date from which this licence requirement will operate has been fixed at 1 January 1976.

Explanatory leaflets and notes on manner of application for licences under both sets of regulations can be obtained from: Drugs Division, Department of Health, Custom House, Dublin 1 (tel. 0001-742961, ext 379). Inquiries to OTAR ext. 466/467/288.

Federal Republic of Germany

Mercury in fish, crustacea and molluscs. The Federal Minister for Youth, Family and Health has issued an Order on the maximum level of mercury in fish, crustacea and molluscs. The Order, which comes into force on 6 August 1975, prohibits the circulation of fish foods for consumption with a mercury content of more than 1 ppm. Inquiries: OTAR ext. 288/466/467.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Austria

Paper and paperboard: duty-free quota exhausted. The Federal Ministry for Commerce, Trade and Industry has announced in *Bundesgesetzblatt* 161 of 14 March 1975 that the duty-free quota established in accordance with Protocol 1 of the EEC/Austria Free Trade Agreement for goods classified under tariff heading 48.05 originating in the United Kingdom has been exhausted. Imports originating in the United Kingdom will therefore be dutiable as follows:

Tariff heading		Description	Duty
48.05		Paper and paperboard, corrugated (with or without flat surface sheets), creped, crinkled, embossed or perforated, in rolls or sheets:	
	A	Parchment paper (pergamyn), goffered or embossed	7.1%, the duty not to be more than A.Sch 45 per 100 kg.
	B	Other	7.1%

These duties will apply until 31 December 1975 or until the higher duties provided for in Article 6 of Protocol 1 are invoked. A new duty-free quota will be opened on 1 January 1976. Inquiries: OTAR ext. 458/461.

Portugal

Plastic sheets: drawback of import duty. *Trade and Industry*, 1 March 1973, published details of Order 79/73 which authorised the import under drawback of sheets of artificial plastic material weighing more than 160 g. per sq. m. (classified under BN 39.02.11 of the import tariff) for the manufacture of watch bracelets for export. The provisions of the law have been extended by Order 194/75 of 20 March for a period of two years. Inquiries: OTAR ext. 460/461.

Salted guts: drawback of import duty. Portuguese Order 22866 of 4 September 1967 authorised the import under drawback of salted raw or scraped guts and tubular cotton net fabric for the preparation for export of dried guts covered with cotton net fabric. Details were published in the *Board of Trade Journal*, 6 October 1967. The provisions of the law have been extended by Order 201/75 until 31 December 1975. Inquiries: OTAR ext. 460/461.

Spain

Chemical pulp: duty-free import quotas. The Spanish *State Gazette*, 11 April 1975, announced the following import quotas valid from 21 January until 30 June 1975. The quotas will be distributed by the Minister of Commerce:

Tariff no.	Description	Quota in metric tons
47.01	Pulp derived by mechanical or chemical means from any fibrous vegetable materials:	
A	Wood pulps:	
2	Semi-mechanical pulp	2,000
3	Chemical pulp:	
a	Sulphate of soda:	
2	Bleached or semi-bleached:	
b	With an alphacellulose content of 88 per cent or less, of conifer	75,000
c	Other	
b	Bisulphate:	
2	Bleached or semi-bleached:	
b	With an alphacellulose content of 88 per cent or less, of conifer	15,000
b	With a content of alphacellulose not less than 88 per cent of conifer, to be used exclusively in the manufacture of paper	7,500

Inquiries: OTAR ext. 462/471/472/473.

Tubes and pipes: duty-free import quota extension. *Trade and Industry*, 5 September 1974, announced a duty-free import quota of 5,000 tonnes of tubes and pipes of cast iron of special characteristics for use in ducting of low pressure gas, tariff heading 73.17, valid until 31 December 1974. The Spanish *State Gazette*, 11 April, extended the validity from 1 January until 31 May 1975. Inquiries: OTAR ext. 462/471/472/473.

Scotch whisky: validity of import licences. Imports of Scotch whisky into the Spanish ports of Ceuta and Melilla will continue to be allowed as usual but imports will in future have to comply strictly with the 45 day validity period of licences. Failure to do this will mean that goods will have to be shipped back or re-exported, as the authorities will not allow the importation of shipments which arrive after the licence has expired and will not consider granting an extension to the licence. Inquiries: OTAR ext. 462/471/472/473.

Import duty suspensions extended. *Trade and Industry*, 23 January 1975, published an extension of the suspension of import duty on tariff headings 28.16.A, liquefied ammonia; 28.42.C, carbonate: neutral of soda; and 29.04.A.1, methyl alcohol valid until 22 February 1975. The Spanish *State Gazette*, 23 April, announced a further extension of validity until 20 May 1975. Inquiries: OTAR ext. 462/471/472/473.

Liquefied ammonia: home compensation tax. The Spanish *State Gazette*, 18 April 1975, announced a reduction to 1.5 per cent in home compensation tax levy, valid until 4 June 1975 on liquefied ammonia, tariff heading 28.16.A. Inquiries: OTAR ext. 462/471/472/473.

Gibraltar

Tariff amendment. The *Gibraltar Gazette*, 4 April 1975 published Legal Notice No. 45 of 1975 by which duty is increased to read as follows:

Item	Article	Duty
9	Manufactured cigarettes, per lb. with an additional duty per 1,000 cigarettes of	100p 580p

Inquiries: OTAR ext. 471/472/473/462.

Malta

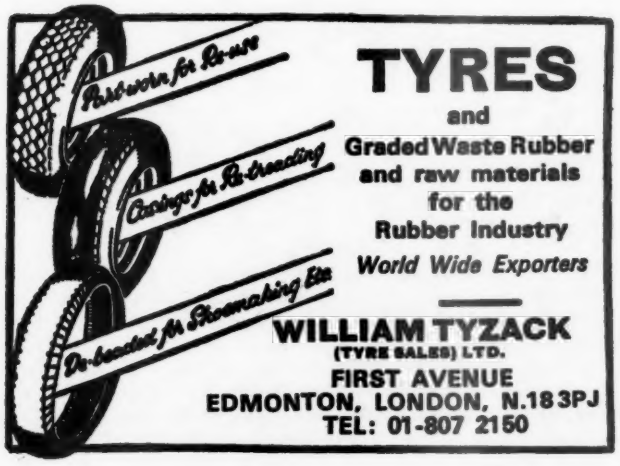
Customs tariff amendments. *Trade and Industry*, 25 April 1975, announced proposed increases in import duties on certain items imported into Malta, which had been published in Bill form in the Malta *Government Gazette*, 14 March 1975. The Malta *Government Gazette*, 18 April 1975, announced that the Bill had been enacted (unamended). Inquiries: OTAR ext. 471/472/473/462.

Customs tariff amendment: correction. *Trade and Industry*, 25 April 1975 (page 233) published amendments to the Malta Customs Tariff. The text of tariff heading 90.07.(B) should have read: photographic cameras of a cif value of £M20 or over. Inquiries: OTAR ext. 471/472/473/462.

Stainless steel sinks: import licensing regulations. *Trade and Industry*, 6 February 1975, announced that stainless steel sinks would require a specific import licence. The name of the country of origin must be embossed on the sink in order to obtain an import licence. Inquiries: OTAR ext. 471/472/473/462.

Libyan Arab Republic

Trade samples. Information has been received by cable from the British Embassy in Tripoli, stating that 'A recent customs decision



Thinking SAUDI ARABIA?

Exporters, Industrialists, Businessmen, Consultants

Profit from a major new publication

BUSINESS DIRECTORY OF SAUDI ARABIA 74/75

•Lists importers by type. All government and local organisations connected with industrial/commercial developments.

•Latest laws, decrees, regulations, import duties. How to set up a company/agency. •Maps, climate, people, visa and health requirements etc. Plus a host of statistical and general information vital to successful business in this $60 billion market.

To: Business Aids Division, University Securities Ltd., P.O. Box 178, London SE5 8DE

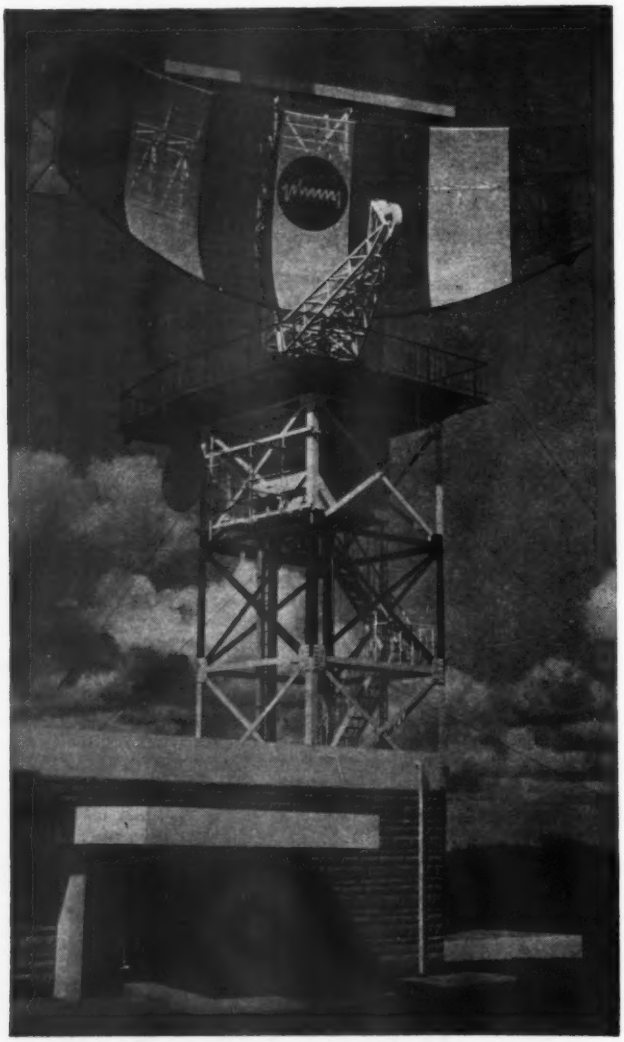
Please send me ☐ copies at £5.20 each (inc. cost and packing)
I enclose £ cheque/P.O.
Orders can also be placed by Telex on 917871
Name.....
Company.....
Address.....

now being enforced prevents visiting businessmen from bringing trade samples into Libya. Anyone wishing to bring samples should consign these to his agent. Anyone without an agent should not bring samples'. No further details are available. Inquiries: OTAR 420/475.

Tripoli Harbour: storage period reduced. The British Embassy in Tripoli has been informed by the Libyan General Ports and Lights Authority that with immediate effect the storage period allowed for goods at Tripoli Harbour is to be reduced from 15 to seven days. At the end of seven days the authority may dispose of all goods not collected according to Law 86 of 1973. It is therefore essential that British firms ensure that documents relating to goods arrive at banks ahead of any consignment. Inquiries: OTAR ext. 420/475.

Cameroon

Authorised importers. A decree issued by Cameroon's Ministry of Industrial and Commercial Development lists firms authorised to import during 1975. No import licence will be given to any commercial firm not listed. Copies are available. Inquiries: OTAR ext. 462/471/472/473.



Bahrein International Airport is to be equipped next year with a 200 nautical miles range Plessey AR-5 primary radar (similar to that in the picture) and a Plessey Series 200 fully automatic secondary surveillance radar. Bahrein is used by many of the world's leading airlines as a transit point on long distance services and as a focal point for the locally based airline Gulf Air. It also provides air traffic control services over some 587,000 square miles of the Gulf Region.

Mali

Scissors, motor vehicle parts: automatic import licences. According to a decree recently published by the Mali authorities, import licences for imports of the following products, from all sources, will be granted automatically, so as to ensure a better supply of the products in Mali.

Tariff heading	Description
82.12	Scissors (including tailors' shears), and blades therefor
87.06	Parts and accessories for motor vehicles

Inquiries: OTAR ext. 462/471/472/473.

Nigeria

Import licensing. The following News Release No. 366 headed Federal Ministry of Trade Invites Applications for Import Licences was issued by the Nigerian Federal Ministry of Information on 14 April 1975:

The Federal Ministry of Trade has invited applications for import licences in respect of certain commodities which are subject to import restrictions.

The commodities affected are unmanufactured tobacco, tobacco refuse and other manufactured tobacco; packaging containers excluding those made of glass; duplicating paper, kraft paper (glazed or unglazed), paper board, including liner and corrugated board. Others are bicycle tyres and tubes, and passenger motor cars of engine capacity of less than 2,000 cc.

In a statement issued in Lagos, the Ministry advised importers to complete and submit application forms obtainable from the Ministry's office in Lagos or in the states not later than 15 May 1975.

The Ministry stressed that applications would be accompanied by such attachments as evidence of utilisation of previous import licence including previous importation of the item of import, evidence of registration of business name or incorporation of company where not previously submitted.

It also added that industrial applications should be accompanied by evidence of non-availability locally of the raw materials required, but explained that applications for industrial raw materials would continue to be entertained as the needs arise.

The Ministry advised that applicants should indicate the amount they require for each specific item and state clearly their business or registered addresses as post office box or private mail bag numbers would not be accepted.

It also advised importers in their own interest to obtain import licences in respect of the restricted items of import before placing orders abroad and warned that any restricted imports shipped in contravention of the licensing regulation would be strictly subjected to the prescribed penalties.

Motor vehicle importing companies, the statement further said, should submit their applications on a quarterly basis with statistical data regarding the number of cars under 2,000 cc. imported by them during the relevant quarter in 1973 and 1974, and support such data with relevant Custom's Bills of Entry, Bills of Lading and Invoices.

Except for the first quarter, all applications must be received at least one month before the commencement of the quarter in respect of which they are made, the statement concluded. Inquiries: OTAR ext. 473/472/471/462.

Measures to ease air and sea port congestion. Telegraphic information has been received from the High Commission in Lagos about the Nigerian Federal Ministry of Information Press Release No. 358 of 10 April. This gives details of measures taken to ease the congestion of air- and sea-ports. The most important of these include the form in which import entries are submitted; speedier examination of goods; concessions on bulk cargo, and abolition of the bill of sight procedure for small orders. Inquiries: CRE ext. 3064/3338.

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

People's Republic of the Congo

Medical and food preparations: duties suspended. According to decree 74-468 of 30 December 1974, the duties and taxes usually applied to the following products have been suspended:

medical preparations for human treatment
food preparations for children.

Inquiries: OTAR ext. 462/471/472/473.

Mozambique

Import licensing. Import licences are required for all goods entering Mozambique. Further to EIS Notice 345 of 21 March 1975, new priority lists are now available. British exporters requiring information on the position of specific goods should address their inquiries stating the BN heading numbers, to OTAR ext. 460/461.

South Africa

Tariff amendments. The following amendments were published in the South African *Government Gazette*, 27 March 1975:

R584 BN 29.44. The rates of duty on tetracyclines and their derivatives and on pills, tablets and capsules containing such substances as active ingredients are amended.

The following amendments were published in the South African *Government Gazette*, 4 April 1975:

CUSTOMS TARIFF CHANGES
R631 BN 39.02 and 39.07:
1 The rates of duty on tubes, rods, sticks, profile shapes, plates, sheets, strip, film and foil of certain polymerisation and copolymerisation products are amended.
2 Tariff heading No. 39.07 is re-written and the rates of duty on various articles classifiable thereunder are amended.

ANTI-DUMPING DUTIES
R632 Item 207.01 BN 39.02. The reference in item 207.01 to subheading No. 39.02.90.40 is replaced by a reference to subheading No. 39.02.90.45.

INDUSTRIAL REBATES
R633 Items 304.01, 308.02 and 311.06 BN 16.05, 83.09 and 51.04:
1 Provision is made for a rebate of the full duty on crab, not in shell, simply boiled in water, for the manufacture of crab products.
2 The provision for a rebate of the duty on frames with clasps, of base metal for the manufacture of handbags, is extended to also cover similar goods.
3 Provision is made for a rebate of the full duty on certain woven unprinted fabrics for the manufacture of woven printed fabrics.

The following amendments were published in the South African *Government Gazette*, 11 April 1975:

R678 BN 29.35 and 38.11: Specific provisions, at a rate of duty of 20% or 200c per kg. less 80 per cent of the fob price are made for atrazine and weed-killers with atrazine as active ingredient.
R679 BN 55.09: It is made clear that only unprinted woven fabrics of cotton are classifiable under subheading No. 55.09.25.

INDUSTRIAL REBATES
R680 Item 306.01. BN 29.22 and 29.35: Provision is made for a rebate of the full duty on mono-ethylamine, moni-isopropylamine and cyanuric chloride for the manufacture of atrazine.

GENERAL REBATES
R681 Item 460.06. BN 29.35 and 38.11: Provision is made for a temporary rebate of duty on atrazine and weed-killers with atrazine as active ingredient.

Inquiries: OTAR ext. 471/472/473/462.

Tariff applications. Customs Tariff Application List No. 664, published in the South African *Government Gazette* of 18 April 1975, contains an application to the Board of Trade and Industries for increase in duty on the following:

Glass fibre fabrics classifiable under tariff subheading 70.20.29; and
Copper alloy gate valves classifiable under tariff subheading 84.61.90.

Customs Tariff Application List No. 665, published in the South African *Government Gazette*, 25 April 1975, contains an application to the Board of Trade and Industries for increase in duty on the following:

Calcium hypochlorite classifiable under tariff subheading 28.31.25
Chloroisocyanuric acid classifiable under tariff subheading 29.35.15

British trade organisations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE tel. 01-215 5274.

Hydraulic brake and clutch fluid. *Government Gazette* No. 4613 published on 14 March 1975 contains Notice No. 476 which amends the compulsory standard specification for hydraulic brake and clutch fluid as follows:

(a) the substitution in paragraph 4.1.1 (a) and 4.1.1 (b) of the Schedule, of the figures '19/26' for the figures '19/38' where they appear;

(b) the deletion in paragraph 4.3.1 (b) of the Schedule, of the description 'No. 8'.

Inquiries: OTAR ext. 471/472/473/462.

Cosmetics: mercury and lead prohibition. The South African *Government Gazette* 4668, 18 April 1975, contains Notice 740 which amends the Foodstuffs, Cosmetics and Disinfectants Act 1972 by the prohibition of the sale of cosmetics containing mercury or its salts, lead or its salts, or hydroquinone monobenzyl ether (p- hydroxyphenyl-benzyl-ether or monobenzone). Inquiries: OTAR ext. 471/472/473/462.

The best informed exporter turns to . . .

The Handy Shipping Guide

for weekly details of up to 16,000 sailings and ancillary services together with freight information

The Handy Shipping Guide, 12/16 Laystall Street, London EC1R 4PB. Tel: 01-837 7185/6

India

Import trade control policy. The Indian Government recently announced the Policy for April 1975 to March 1976. The main procedural changes incorporated in the new policy provide for some measure of simplification, and are as follows:

Industry classification: A new list of 'Select Industries' containing 29 categories of industries replaces the former 'Priority List' which covered 36 categories. The omitted industries include textiles, tea, and other traditional Indian exporting industries which will now depend, for favourable import licensing, upon their export merits.

Automatic licensing: Industries may now apply direct to import licensing authorities for licences on the basis of their import consumption during 1974/75. This should result in more prompt issue of licences.

Exporting industries: 'Select Industries', among which are small-scale units, may apply also for supplementary import licences on the basis of their export record for 1974/75, under the automatic procedure.

There does not appear to be any more liberalisation of import restrictions than current limitations imposed by the foreign exchange situation would justify.

British exporters with inquiries should specify the products in which they are interested. Inquiries: OTAR ext. 420/475.

Australia

Temporary protection. The Department of Manufacturing Industry in Australia has received requests for temporary protection against the importation of the following:

Pressure sensitive materials, tariff items	39.01.500, 39.01.700, 39.01.900, 39.02.520, 39.02.620, 39.02.690, 39.03.500, 39.03.600, 48.07.610, 48.07.690, 48.15.900 (Ref. CRE 943/74)
Abrasive products, tariff items	68.04.000, 68.05.000, 68.06.000 (Ref. CRE 944/74)

Requests for temporary protection are received initially by the Department of Manufacturing Industry and, after examination, are submitted to the Special Minister of State for consideration. The Special Minister of State may refer the request to a Temporary Assistance Authority for inquiry and report. Any temporary protection which may be accorded on the recommendation of the Temporary Assistance Authority is in the nature of a holding action pending Government consideration of the general question of protection for the local industry following inquiry and report by the Industries Assistance Commission.

Exporters should note that the Australian Prime Minister has made it clear that should the need for urgent action emerge from these inquiries goods ordered overseas but not cleared for home consumption at the date of the announcement, will be subject to the terms of the action. Australian importers have been urged therefore to exercise caution in placing orders overseas and in entering into financial commitments on such orders, as special consideration may not be given to outstanding commitments should action be taken by the Government.

UK firms or trade associations intending to submit evidence should advise the Secretary, Industries Assistance Commission, PO Box 80 Canberra, ACT 2600 Australia without delay through their accredited agent. Evidence may be submitted either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE tel. 01-215 5319.

Noel Harris (left), Australia's newly appointed Trade Commissioner for the North of England, is seen talking to Mr. R. E. Davies (publicity manager, the Mersey Docks and Harbour Co., centre) and the Assistant Commissioner, John Lightfoot, outside the 500,000 cu. ft. integral transit cold store which is part of the Royal Seaforth Meat Terminal at the Port of Liverpool. Mr. Harris and Mr. Lightfoot spent a day touring the port's latest facilities and meeting officials of the company.

New Zealand

Marine jet propulsion units: tariff amendment. The New Zealand Government has issued Customs Tariff (Marine Jet Propulsion Units) Amendment Order 1974 which came into force on 20 December 1974, amending tariff item 84.08.200 which now reads as follows:

No.	Description	Unit	Rates of duty effective on and after 1 July Year	Normal tariff	British preferential	Other preferential rates of duty
CHAPTER 84						
Boilers, machinery and mechanical appliances: parts thereof						
84.08	Other engines and motors:					
	Other kinds:					
84.08.201	Marine jet propulsion units	..	1974	30%	30%	Aul Free Can 20% CPC 20%
84.08.299	Other	..	1974	10%	2%	Aul Free
			1975	10%	4%	Can Free
			1976	10%	6%	CPC Free
			1977	10%	10%	

Aul = Australia.
Can = Canda.
CPC = Commonwealth Preference Countries.

Inquiries: OTAR ext. 401/468/469.

Import licensing control on certain woven polyester fabrics and warp knitted curtain fabric and dress net. Following a recommendation by the New Zealand Emergency Protection Authority the following items are subject to import licensing restrictions with effect from 4 April 1975:

a	ex 51.04.069 ex 56.07.069	Woven polyester fabrics other than tyrecord fabrics and such fabrics when declared by a manufacturer for use by him in making neckties
b	ex 60.01.028 ex 60.01.029 ex 60.01.049 ex 60.01.059	Warp knitted curtain fabric and warp knitted dress net, other than quilted

These goods will have a 1975/76 allocation of 60 per cent of imports in 1973/74. Imports made under licence for the balance of the current period (1974/75) will be deducted from the 1975/76 allocation.

Copies of the Emergency Protection Authority report are available. Ref. CRE 942/75. Inquiries: CRE tel. 01-215 5321.

Moulds, moulding boxes, certain dies and other tools. Copies of the following New Zealand Tariff and Development Board report are available from Commercial Relations and Exports Division:

Moulds, moulding boxes, certain dies and other tools (tariff items 82.05, 84.48 and 84.60)

Ref. CRE 758/69. Inquiries: CRE tel. 01-215 5321.

Fiji

Round steel bars and steel welded mesh. The Fijian Government has issued the General Import Licence (Amendment) 1975 under the Prohibited Imports Order 1968, an amendment to the General Import Licence (No. 2) 1968 whereby the following are prohibited from importation except and in accordance with the terms of a licence granted by the Secretary for Commerce and Industry:

Round steel bars falling under tariff item 73.10.00.00

Steel welded mesh falling under tariff item 73.27.00.00

No further details are available. Inquiries: OTAR ext. 469/468/401.

Hong Kong

Alcohol and tobacco: Budget changes in duty. Further information on the increase in duty on alcohol and tobacco referred to in *Trade and Industry*, 25 April 1975 is as follows:

LIQUOR — Duty payable per gallon

Type of liquor	Hong Kong origin $	Commonwealth origin $	Other origin $
PART I (EUROPEAN-TYPE LIQUORS)			
Brandy	95.00	95.00	103.00
Liquers, whisky, gin, rum, vodka and other spirituous liquors	87.50	87.50	95.50
Champagne and other sparkling wines	—	52.50	60.50
Still wines above 15% alcohol by volume	—	28.00	33.00
Still wines not more than 15% alcohol by volume	—	23.50	27.50
Still wines above 15% alcohol by volume imported in casks	—	15.00	20.00
Still wines not more than 15% alcohol by volume imported in casks	—	12.50	16.50
Cider and perry and other similar beverages	—	3.20	3.70
Beer, except cider and perry, not exceeding 1055 original gravity	2.40	2.70	3.10
and in addition for every degree by which the original gravity exceeds 1055	0.07	0.07	0.08
Intoxciating liquors in this Part above the strength of 22 under proof, for every degree above such strength in addition to the duties specified above	1.31	1.31	1.43
PART II (NON-EUROPEAN-TYPE LIQUORS)			
Non-European-type wines	14.50	14.50	16.50
Non-European-type spirits including Chinese type spirits, Sake, Arrack	7.90	8.05	9.05
and in addition for every 1% by which the alcholic strength by volume exceeds 30%	0.32	0.32	0.36
PART III (INDUSTRIAL-TYPE LIQUORS)			
Ethyl alcohol, and admixtures containing ethyl alcohol	7.90	8.05	9.05
and in addition for every 1% by which the alcoholic strength by volume exceeds 30%	0.32	0.32	0.36

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section,
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

New Zealand needs investment and people

If you are interested in living in a healthy, progressive country or in investing your money there, ask our advice.

We shall be pleased to help.

Bank of New Zealand

London main office
1 Queen Victoria Street, EC4P 4HE
Telephone: 01-248 6401

West End
54 Regent Street, W1R 5PJ
Telephone: 01-734 2181
30 Royal Opera Arcade, SW1Y 4UY
(New Zealand House Building)
Telephone: 01-930 5761

Head office
Wellington

New Zealand's Largest and Leading Bank

TOBACCO	Duty payable per lb.
A – ON UNMANUFACTURED TOBACCO	
(1) Tobacco of Malawi origin	$12.20
(2) Other tobacco	$12.50
B – ON MANUFACTURED TOBACCO	
(1) Cigars	
(*a*) of Commonwealth manufacture	$15.50
(*b*) other cigars	$17.25
(2) Cigarettes	
(*a*) of Commonwealth manufacture	$15.20
(*b*) other cigarettes	$16.10
(3) Other manufactured tobacco including snuff and cigar cuttings	
(*a*) of Commonwealth manufacture	$12.90
(*b*) Chinese prepared tobacco	$3.20
(*c*) other varieties	$13.80

Inquiries: OTAR ext. 469/468/401.

Japan

Car Emission Standards. The Japanese Government has decided to postpone until 1 March 1978 the application to imported cars of the 1976 nox standards which were promulgated on 24 February 1975 by the Environment Agency. Details of the standards for nox emission are available on loan to British exporters on request. Inquiries: OTAR ext. 420/475.

Canada

Consumer packaging and labelling regulations. The *Canada Gazette*, 26 March 1975, published amendments to the Consumer Packing and Labelling Regulations dealing with (a) the tolerances permissible on the declaration of net quantity for 'catch weight products' and (b) the selection of samples for inspection for the purposes of determining that pre-packaged products meet the requirements of the Act on the declaration of net quantity. Copies are available from OTAR ext. 455/456/457.

Food and Drug Regulations. The *Canada Gazette*, 26 March 1975, published amendments to the Food and Drug Regulations dealing with the adulteration of food. Copies are available from OTAR ext. 455/456/457.

United States

Federal Trade Commission Improvement Act. The Federal Trade Commission Improvement Act, which received Presidential Assent on 4 January 1975, updates and formalises the powers of the US Federal Trade Commission to prosecute manufacturers or importers for unfair trade practices or the mis-representation of goods. The Act also includes standards on the issues of warranties for consumer goods. However, there is no requirement that a consumer product or any of its components need to be warranted. Foreign manufacturers are not therefore compelled to issue warranties – but if they do, they must conform with the provisions of the Act. Inquiries: CRE tel. 01-215 5397.

Children's sleepwear. The US *Federal Register*, 14 April 1975, published amendments by the CPSC requiring the label to indicate the manufacturing production unit of children's sleepwear sizes 0 to 6 X subject to the Flammable Fabrics Act. The effective date is 14 May 1975. A copy of the text is available to British exporters from OTAR ext. 456/457/7312.

International Trade Commission: additional public hearings. The US International Trade Commission is to hold public hearings in certain cities in addition to those announced in *Trade and Industry*, 13 February 1975. Inquiries: CRE tel. 01-215 5629.

Argentina

Capital goods – new payment terms for imports. On 15 April the Central Bank issued circular RC 524 laying down new terms in which payment for imports of capital goods must be made. They are as follows:

Value of import	Earliest dates upon which payments can be made
Up to US $10,000	Six months after date of shipment
Between US $10,000 and US $30,000	First payment six months after date of shipment, balance in 2½ years
Between US $30,000 and US $50,000	First payment 12 months after date of shipment, balance in 3 years
Between US $50,000 and US $100,000	First payment 12 months after date of shipment, balance in 4 years
Between US $100,000 and US $ 200,000	First payment 12 months after date of shipment balance in 5 years
Between US $200,000 and US $300,000	First payment 24 months after date of shipment, balance in 5½ years
Between US $300,000 and US $500,000	First payment 24 months after date of shipment, balance in 6 years
Over US $500,000	Consult Central Bank

Inquiries: OTAR ext. 474/476

Chile

Tariff amendment and additions to permitted imports list. Decree 334 of 9 April 1975 has increased the import duty rate on goods vehicles – others – covered by heading 87.02.04.00(99) to 80 per cent *ad valorem* cif.

Decree 227 of 5 April 1975 has added the following items to the permitted imports list: 28.00.02, drugs; and 28.34.00, iodides and oxy-iodides; iodates and per-iodates.

There is no further information. Inquiries: OTAR ext. 474/476.

Uruguay

Foreign investment law. *Trade and Industry* 5 December 1974 reported a new Foreign Investment Law in Uruguay. The Government has now issued instructions on the information to be presented with the application for authorisation. These are governed by the rules of the Foreign Investment Law, both for investments already located in the country and for new investments.

A free translation of the instructions is available.

Inquiries: CRE 01-215 5287.

MARKETS IN EUROPE 9th edition £2.50

USA

Who's Who in the West, 14th edn., £22.25
Who's Who in the Midwest, 14th edn, £22.25
Who's Who in the East. June 1974: 900 pages; 20,000 names; 14th edn. Price £22.25.
World Who's Who in Science, 1st edn., £33.00.
Who's Who in the World. Nov. 1974; 2nd edn.; 1,100 pages; 26,000 names; indexed in country. Price £24.75.
Who Was Who in America. Set of 6 vols. Price £97.65.
Who's Who in the South and South-West. 13th edn. Price £22.25.
Who's Who of American Women. 8th edn. Price £22.25.

'OVERSEAS DIRECTORIES & SUBSCRIPTIONS' £2.50
(Airmail Edn.) 8oz. Directories Only. $1.50 (Air $10.—)

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO
For 23 years representatives for publishers in over 100 countries for advertising and subscriptions

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure: Total	Fixed capital expenditure: of which: Manufacturing industry	Fixed capital expenditure: of which: Distributive and service industries	Changes in stocks: Total	Changes in stocks: of which: Manufacturing industry	Changes in stocks: of which: Wholesalers	Changes in stocks: of which: Retailers	Balance of payments: Current balance	Balance of payments: Visible balance	Balance of payments: Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,387	9 223	2,130	2,089	series in £ million				series in £ million		
1970	100	100	100	100	100	438	324	68	−23	698	−11	709
1971	101	103	100	94	103	111	−126	52	−4	1,052	273	778
1972	104	109	106	85	116	−54	−203	48	3	82	−683	765
1973	110	114	110	90	121	696	374	32	242	−1,117	−2,301	1,184
1974	109	114	108	100	111	265	435	34	−124	−3,828	−5,259	1,431
1972 1st qtr.	101	106	105	90	108	−34	−62	17	−16	85	−123	208
2nd qtr.	104	108	106	84	115	−31	−106	1	38	123	−67	190
3rd qtr.	104	110	106	82	116	−7	−42	6	−13	−109	−284	175
4th qtr.	107	111	108	83	123	18	7	24	−6	−17	−209	192
1973 1st qtr.	110	115	112	89	127	277	146	11	32	−184	−354	170
2nd qtr.	109	112	107	86	113	188	61	−9	163	−210	−401	191
3rd qtr.	110	114	111	91	120	100	68	6	22	−230	−569	339
4th qtr.	110	114	111	94	125	131	99	24	25	−493	−977	484
1974 1st qtr.	106	113	112	99	111	−235	−100	8	−73	−971	−1,279	308
2nd qtr.	110	112	105	99	107	209	138	42	11	−985	−1,316	331
3rd qtr.	112	114	106	99	115	257	299	−27	−28	−797	−1,210	413
4th qtr.	110	116	107	102	112	34	+99	10	−34	−1,075	−1,454	379
% change last 2 qtrs. on prev. 2 qtrs.	+3.0	+2.2	−1.8	+1.5	+4.1							
on a year earlier	+1.3	+0.9	−4.1	+8.6	−7.3							

	Index of industrial production: Total all industries	Index of industrial production: Total manufacturing industries	Personal expenditure: Retail sales	Personal expenditure: Cars: new registrations	Prices and costs: Index of retail prices: Index‡	Prices and costs: Index of retail prices: % increase on a year earlier	Prices and costs: Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Prices and costs: Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Prices and costs: Basic hourly wage rates of manual workers (all industries and services)‡	Labour: Unemployed excluding school leavers and adult students: mid-month count	Labour: Unemployed excluding school leavers and adult students: % of total employees	Labour: Unfilled vacancies for adults: mid-month count	Trade§: Exports	Trade§: Imports
			monthly averages							thousands		thousands	totals	
Base of index	1970	1970	1971		16 Jan. 1962		1970	1970	31 July 1972				Series in	
£m in base year			15,895	thousands						thousands		thousands	£ million	
1971	100.4	99.6	100.0	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129	8,801	8,528
1972	102.4	102.0	105.8	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145	9,147	9,830
1973	109.9	110.5	110.7	137.3	179.4	9.2	144.5	123.2•	115.5	581	2.6	304	11,512	13,813
1974	106.4	107.9	109.9	102.7	108.5†	16.0	215.3	152.0	138.5	572+	2.5+	298+	15,589	20,848
1973 3rd qtr.	110.7	111.5	110.6	143	180.2	9.2	150.9	124.2	118.5	555	2.4	334	2,991	3,560
4th qtr.	109.5	110.5	112.0	119	186.8	10.3	167.6	129.1	121.0	494	2.2	361	3,048	4,025
1974 1st qtr.	103.5	105.7	109.8	103	101.4†	12.9	212.5	138.3	125.0	546	2.4	286	3,500	4,779
2nd qtr.	107.8	109.3	107.3	104	107.5	15.8	213.7	148.9	132.2	552	2.4	311	3,900	5,216
3rd qtr.	108.6	110.2	111.0	109	110.2	17.0	212.9	156.1	143.9	592	2.7	306	4,161	5,371
4th qtr.	105.4	106.2	111.6	96	115.1	18.2	221.1	164.9	153.5	..	..	..	4,029	5,482
1975 1st qtr.			111.9 p	106	122.0	20.3	220.6 p	175.5 p	162.9	701	3.1	..	4,558 p	5,229 p
1974 Apr.	107.3	109.0	107.9	97	106.1	15.2	215.4	146.4	127.9	546	2.4	298	1,272	1,675
May	107.5	108.7	105.6	105	107.6	15.9	214.0	149.0	132.0	548	2.4	315	1,304	1,783
June	108.6	110.3	108.2	111	108.7	16.5	211.7	151.2	136.8	562	2.5	319	1,324	1,758
July	109.2	110.7	109.2	106	109.7	17.1	212.3	153.5	139.8	576	2.5	317	1,337	1,769
Aug.	109.1	111.2	111.4	102	109.8	16.9	213.7	156.1	145.5	597	2.6	301	1,378	1,787
Sept.	107.6	108.8	112.2	118	111.0	17.1	212.8	158.6	146.3	603	2.7	301	1,446	1,816
Oct.	107.0	107.5	111.4	102	113.2	17.1	220.1	162.2	148.7	607	2.7	294	1,347	1,841
Nov.	106.6	107.7	112.8	98	115.2	18.3	223.8	164.8	153.9	613	2.7	273	1,296	1,896
Dec.	102.8	103.5	110.8	87	116.9	19.1	222.5	167.6	157.9	..	..	..	1,386	1,745
1975 Jan.	105.2	107.2	113.0	109	119.9	19.9	221.9	172.8	159.6	678 e	3.0	..	1,562 p	1,837 p
Feb.	105.3	106.9	112.3	113	121.9	19.9	218.1 p	175.5 p	161.5	705	3.1	192	1,456 p	1,746 p
Mar.			110½p	97	124.3	21.2	221.8 p	178.2 p	167.7	722	3.2	186	1,540 p	1,646 p
Apr.										760	3.3	173		
% change latest 3 months on prev. 3 months	−2.5	−2.0	+0.2	+11.1	+6.0		−0.7	+6.4	+7.4	..		..	+13	−4½
on a year earlier	+0.8	+0.4	+2.0	+3.6	+20.3		+3.8	+26.9	+30.4	+32.9		−35.2	+30	+9½

(‡) Not seasonally adjusted. (§) On a balance of payments basis. • After April 1973, affected by changes due to VAT. † Base of index Jan. 1974 = 100.
+ Average of 11 months. e Figure is estimate.

Further advance figures from the 1971 Census of Distribution report

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	⊕ fifty-three week period

An article in *Trade and Industry*, 19 December 1974, included three tables numbered 1 to 3 giving advance figures derived from the results of the Census of Distribution and Other Services for 1971. This article adds a further two tables numbered 4 and 5 to the series. Both of them will be contained, though with different table numbers and in more detail, in Part 1 of the Report which is now expected to be published later this month.

The census covered all establishments in Great Britain engaged in retailing and in the hiring out, installation, maintenance and repair of consumer goods. It also covered footwear repairing, hairdressing and manicure, laundries, launderettes and dry-cleaning, the hire of linen and industrial clothing, the operation of radio and television relay services and check trading. The Statutory Instrument prescribing the scope of the census is the Census of Distribution (1972) Order, 1970, SI 1970 No. 1715.

The figures in the tables in this article relate to retail shops only and contain estimates for non-response. Information on the service trades (hairdressing, footwear repairing and laundries, launderettes and dry-cleaners), Electricity and Gas Board showrooms, mail order businesses, automatic vending machine operators, check traders, market traders' stalls and mobile shops will be covered in other parts of the Report and its Supplement to be published in the Business Monitor series.

TABLE 4 – RETAIL SHOPS BY BROAD KIND OF BUSINESS AND AMOUNT OF TURNOVER, 1971

Kind of business	Shops	Turnover	Persons engaged
	Number	£'000	Number
TOTAL RETAIL SHOPS	472,991	15,610,730	2,541,430
Shops with turnover of:			
under £1,000	6,491	3,922	9,615
£1,000 and under £2,000	11,946	17,710	18,793
£2,000 and under £5,000	46,036	162,939	81,089
£5,000 and under £10,000	85,579	640,813	193,967
£10,000 and under £20,000	125,369	1,826,291	402,416
£20,000 and under £50,000	141,246	4,321,990	731,583
£50,000 and under £100,000	37,388	2,510,072	328,789
£100,000 and under £200,000	11,235	1,524,617	187,022
£200,000 and under £500,000	5,190	1,579,690	197,560
£500,000 and under £1,000,000	1,572	1,071,436	135,373
£1,000,000 and under £2,000,000	661	918,105	115,693
£2,000,000 and under £5,000,000	238	674,751	87,146
£5,000,000 and under £10,000,000	33	225,064	32,164
£10,000,000 and over	7	133,330	20,220
Grocers and provision dealers	105,283	4,156,487	542,676
Shops with turnover of:			
under £1,000	588	363	957
£1,000 and under £2,000	1,417	2,064	2,315
£2,000 and under £5,000	7,211	26,298	11,583
£5,000 and under £10,000	18,752	143,641	36,863
£10,000 and under £20,000	29,954	438,385	83,564
£20,000 and under £50,000	31,671	960,564	144,122
£50,000 and under £100,000	9,050	614,124	71,405
£100,000 and under £200,000	3,642	500,774	53,310
£200,000 and under £500,000	2,198	675,743	68,870
£500,000 and under £1,000,000	527	356,433	32,680
£1,000,000 and under £2,000,000	226	324,493	27,838
£2,000,000 and over	47	113,605	9,169
Clothing and footwear shops	81,279	2,371,766	403,744
Shops with turnover of:			
under £1,000	1,652	1,022	2,164
£1,000 and under £2,000	3,109	4,633	4,335
£2,000 and under £5,000	12,530	44,112	21,375
£5,000 and under £10,000	18,210	133,222	42,411
£10,000 and under £20,000	18,898	271,222	62,442
£20,000 and under £50,000	18,831	578,261	102,982
£50,000 and under £100,000	4,648	380,906	59,243
£100,000 and under £200,000	1,520	202,634	29,997
£200,000 and under £500,000	512	149,901	22,959
£500,000 and under £1,000,000	157	111,129	14,915
£1,000,000 and over	212	494,725	40,921
Household goods shops	70,342	2,006,634	289,691
Shops with turnover of:			
under £2,000	3,530	4,214	5,149
£2,000 and under £5,000	8,997	31,424	15,068
£5,000 and under £10,000	13,786	101,814	30,125
£10,000 and under £20,000	15,651	225,047	46,258
£20,000 and under £50,000	17,976	562,235	83,392
£50,000 and under £100,000	7,268	496,670	56,490
£100,000 and under £200,000	2,380	319,106	30,594
£200,000 and under £500,000	660	187,004	16,729
£500,000 and under £1,000,000	77	49,783	4,296
£1,000,000 and under £2,000,000	13	16,526	1,163
£2,000,000 and over	4	12,810	427
Other food retailers	92,524	2,614,683	418,437
Shops with turnover of:			
under £,1000	367	229	598
£1,000 and under £2,000	843	1,273	1,504
£2,000 and under £5,000	4,856	18,078	9,183
£5,000 and under £10,000	15,780	122,231	37,375
£10,000 and under £20,000	31,439	461,314	106,259
£20,000 and under £50,000	30,900	927,509	151,791
£50,000 and under £100,000	6,127	406,206	46,051
£100,000 and under £200,000	1,222	163,874	15,395
£200,000and under £500,000	601	191,118	19,361
£500,00 and over	389	322,852	30,920
Confectioners, tobacconists, newsagents	52,064	1,305,875	275,458
Shops with turnover of:			
under £1,000	396	231	628
£1,000 and under £2,000	696	1,064	1,293
£2,000 and under £5,000	2,332	8,422	4,677
£5,000 and under £10,000	5,968	45,954	15,457
£10,000 and under £20,000	14,664	219,217	55,593
£20,000 and under £50,000	23,726	728,069	153,508
£50,000 and under £100,000	3,948	249,643	39,437
£100,000 and under £200,000	290	36,528	3,402
£200,000 and under £500,000	39	10,340	935
£500,000 and over	5	6,409	528
Other non-food retailers	66,724	1,568,726	298,043
Shops with turnover of:			
under £1,000	2,265	1,318	3,561
£1,000 and under £2,000	3,571	5,220	5,889
£2,000 and under £5,000	10,104	34,582	19,192
£5,000 and under £10,000	13,051	93,724	31,620
£10,000 and under £20,000	14,409	205,402	47,125
£20,000 and under £50,000	17,217	534,657	90,291
£50,000 and under £100,000	4,401	292,956	42,333
£100,000 and under £200,000	1,143	154,413	21,808
£200,000 and under £500,000	442	133,884	19,910
£500,000 and under £1,000,000	87	59,847	9,237
£1,000,000 and under £2,000,000	27	34,987	5,169
£2,000,000 and over	7	17,736	1,908
General stores	4,775	1,586,559	313,381
Shops with turnover of:			
under £2,000	3	3	15
£2,000 and under £5,000	6	23	11
£5,000 and under £10,000	32	228	116
£10,000 and under £20,000	354	5,704	1,175
£20,000 and under £50,000	925	30,695	5,497
£50,000 and under £100,000	946	69,566	13,830
£100,000 and under £200,000	1,038	147,288	23,516
£200,000 and under £500,000	738	231,700	48,796
£500,000 and under £1,000,000	402	277,117	54,027
£1,000,000 and under £2,000,000	208	283,514	55,734
£2,000,000 and under £5,000,000	98	294,924	56,768
£5,000,000 and over	25	245,797	44,896

Certain of these and other census topics will also be dealt with in advance of publication in future articles in *Trade and Industry*.

The tables

Both tables show the total number of retail shops, their turnover and the number of persons working in them, broken down so as to show separate figures for each of the seven main kinds of business headings. The figures are then further analysed: in Table 4 according to total turnover and in Table 5 according to the number of persons engaged. Table 5 also breaks down the employment figures into three categories depending on the number of hours worked. In the published report – both sets of figures will be analysed still further.

The changing pattern of retail trade

In the article on 19 December last attention was drawn to changes which have occurred in the pattern of retail trading during the decade between 1961 and 1971. The figures presented now throw further light on these changes. The effect of price rises accounted for much of the rise in numbers of shops in the middle range of turnover sizes at the expense of reductions in the lower ranges. Even more significant increases occurred in large shops with turnovers of £500,000 or more. Their numbers increased from 792 in 1961 to 1,277 in 1966 and 2,511 in 1971 and their share of total retail business rose from 10 per cent in 1961 to 13 per cent in 1966 and 19 per cent in 1971. The figures also show that in 1971 there were 3,517 shops in the size-groups employing 50 or more people. The corresponding figures for 1961 and 1966 were 3,098 and 3,328. The increase in the number of shops in these employment size groups is most notable among grocers, where the figures for 1961, 1966 and 1971 were 208, 423 and 842 respectively.

Special analyses

Even when the full report on the census has been published, readers may still have questions they would like to ask or they may require even more detailed information. Special anaylses can often be prepared to meet particular needs, within the limits of available resources and supplied on payment of a fee to cover the cost of the work involved, provided of course that the additional data do not disclose any information relating to individual shops or business.

Notes and definitions

Area covered. The census covered Great Britain. As in previous censuses Northern Ireland, the Isle of Man and the Channel Islands were excluded.

Period covered. Traders were asked to provide information for the calendar year 1971 or for any part of the year in which their business was open. If the calendar year was not their business year, a return for a business year ending between 5 April 1971 and 6 April 1972 was accepted. Answers to all the questions on the forms were required for the same period of 12 months (or shorter period as appropriate). Returns from single-shop traders which were for periods substantially different from a year were adjusted to a 12 months basis. Co-operative societies and multiple retailers gave figures in their returns for all their branches, including those which were opened or had closed during the year; no adjustments were made in these cases. Figures

TABLE 5 – RETAIL SHOPS BY BROAD KIND OF BUSINESS AND NUMBER OF PERSONS ENGAGED, 1971

Kind of business	Shops	Turnover	Persons engaged: Total	Normally working over 30 hours a week	Normally working not more than 30 but over 8 hours a week	Normally working not more than 8 hours a week
	Number	£'000	Number	Number	Number	Number
TOTAL RETAIL SHOPS	472,991	15,610,730	2,541,430	1,572,133	600,533	368,764
Shops with:						
1 person engaged	70,439	470,444	70,439	60,976	7,557	1,906
2 persons engaged	119,335	1,478,064	238,670	176,229	44,054	18,387
3 persons engaged	82,189	1,521,607	246,567	159,486	57,695	29,386
4 persons engaged	58,907	1,400,568	235,628	142,332	62,288	31,008
5- 6 persons engaged	63,392	2,025,653	342,315	199,646	94,124	48,545
7- 9 persons engaged	37,876	1,720,372	294,483	169,697	78,740	46,046
10- 19 persons engaged	27,690	2,014,126	357,228	200,794	83,291	73,143
20- 49 persons engaged	9,646	1,754,893	279,948	166,607	58,331	55,010
50- 99 persons engaged	2,060	1,023,838	139,571	88,848	30,301	20,422
100-199 persons engaged	1,003	1,011,639	138,286	79,704	36,838	21,744
200-499 persons engaged	363	703,938	106,901	64,023	27,654	15,224
500-999 persons engaged	65	221,677	44,236	30,534	10,337	3,365
1,000 and over persons engaged	26	263,911	47,158	33,257	9,323	4,578
Grocers and provision dealers	105,283	4,156,487	542,676	327,050	152,255	63,371
Shops with:						
1 person engaged	14,891	107,241	14,891	13,761	861	269
2 persons engaged	28,473	362,192	56,946	43,873	9,019	4,054
3 persons engaged	18,184	348,338	54,552	34,009	13,339	7,204
4 persons engaged	13,162	336,601	52,648	29,502	15,798	7,348
5- 6 persons engaged	13,755	500,088	74,319	39,586	24,361	10,372
7- 9 persons engaged	7,695	432,728	59,878	32,731	19,055	8,092
10-19 persons engaged	5,672	591,853	73,231	42,940	21,356	8,935
20-49 persons engaged	2,609	714,156	78,521	47,939	21,873	8,709
50 and over persons engaged	842	763,290	77,690	42,709	26,593	8,388
Other food retailers	92,524	2,614,683	418,437	282,646	93,473	42,318
Shops with:						
1 person engaged	10,610	103,172	10,610	9,473	877	260
2 persons engaged	22,974	346,753	45,948	34,207	8,366	3,375
3 persons engaged	17,993	364,469	53,979	35,803	12,098	6,078
4 persons engaged	13,156	315,390	52,624	32,637	12,979	7,008
5- 6 persons engaged	14,066	409,450	75,864	44,720	20,729	10,415
7- 9 persons engaged	8,115	302,578	62,846	36,878	18,278	7,690
10- 19 persons engaged	4,157	239,645	52,205	32,923	14,112	5,170
20- 49 persons engaged	1,106	254,313	33,092	26,932	4,712	1,448
50- 99 persons engaged	270	177,132	17,684	16,636	787	261
100-199 persons engaged	56	62,441	7,535	7,120	194	221
200 and over persons engaged	21	39,338	6,050	5,317	341	392
Confectioners, tobacconists, newsagents	52,064	1,305,875	275,458	100,985	74,097	100,376
Shops with:						
1 person engaged	5,305	44,285	5,305	4,591	602	112
2 persons engaged	11,528	185,198	23,056	17,100	4,477	1,479
3 persons engaged	9,050	202,254	27,150	15,925	7,914	3,311
4 persons engaged	6,763	181,282	27,052	13,672	9,320	4,060
5- 6 persons engaged	7,505	239,442	40,661	16,946	14,921	8,794
7- 9 persons engaged	5,137	182,678	40,071	12,957	12,803	14,311
10-19 persons engaged	5,177	190,091	68,276	13,644	15,068	39,564
20-49 persons engaged	1,556	70,868	41,057	5,074	8,525	27,458
50 and over persons engaged	43	9,777	2,830	1,076	467	1,287

TABLE 5 *(continued)*

Kind of business	Shops	Turnover	Total	Persons engaged		
				Normally working over 30 hours a week	Normally working not more than 30 but over 8 hours a week	Normally working not more than 8 hours a week
	Number	£'000	Number	Number	Number	Number
Clothing and footwear shops	81,279	2,371,766	403,744	245,379	101,525	56,840
Shops with:						
1 person engaged	15,026	69 728	15,026	12,511	1,950	565
2 persons engaged	20,072	181,083	40,144	27,065	8,924	4,155
3 persons engaged	13,735	194,629	41,205	25,224	10,580	5,401
4 persons engaged	9,174	175,497	36,696	21,599	9,838	5,259
5- 6 persons engaged	10,306	286,383	55,633	33,119	14,005	8,509
7- 9 persons engaged	6,361	263,643	49,312	29,705	12,126	7,481
10- 19 persons engaged	4,809	349,712	61,638	37,951	14,260	9,427
20- 49 persons engaged	1,268	199,608	35,099	22,560	7,890	4,649
50- 99 persons engaged	263	148,255	18,613	10,620	5,493	2,500
100-199 persons engaged	194	241,636	26,813	13,059	9,027	4,727
200 and over persons engaged	71	261,590	23,565	11,966	7,432	4,167
Household goods shops	70,342	2,006,634	289,691	223,151	44,928	21,612
Shops with:						
1 person engaged	12,719	91,985	12,719	10,927	1,434	358
2 persons engaged	19,777	257,023	39,554	30,351	6,686	2,517
3 persons engaged	11,763	240,379	35,289	25,468	6,233	3,588
4 persons engaged	7,997	211,799	31,988	22,523	6,102	3,363
5- 6 persons engaged	7,969	300,370	43,059	31,838	7,226	3,995
7- 9 persons engaged	4,980	287,888	39,126	29,831	6,139	3,156
10- 19 persons engaged	4,042	365,417	51,954	41,594	7,028	3,332
20- 49 persons engaged	973	186,239	26,791	22,619	3,117	1,055
50- 99 persons engaged	103	44,592	6,671	5,717	755	199
100-199 persons engaged	16	13,576	1,876	1,631	196	49
200 and over persons engaged	3	7,365	664	652	12	—
Other non-food retailers	66,724	1,568,726	298,043	190,845	68,648	38,550
Shops with:						
1 person engaged	11,866	53,701	11,866	9,693	1,833	340
2 persons engaged	16,311	141,707	32,622	23,316	6,511	2,795
3 persons engaged	11,185	163,564	33,555	22,374	7,420	3,761
4 persons engaged	8,386	171,081	33,544	21,588	8,043	3,913
5- 6 persons engaged	9,357	270,322	50,397	31,698	12,370	6,329
7- 9 persons engaged	5,193	228,637	40,152	25,299	9,747	5,106
10- 19 persons engaged	3,190	220,276	40,915	25,111	9,723	6,081
20- 49 persons engaged	935	147,799	26,515	15,652	6,121	4,742
50- 99 persons engaged	211	79,591	14,212	7,743	3,523	2,946
100-199 persons engaged	74	60,646	9,924	5,767	2,290	1,867
200 and over persons engaged	16	31,402	4,341	2,604	1,067	670
General stores	4,775	1,586,559	313,381	202,077	65,607	45,697
Shops with:						
1 person engaged	22	332	22	20	—	2
2 persons engaged	200	4,106	400	317	71	12
3 persons engaged	279	7,974	837	683	111	43
4 persons engaged	269	8,918	1,076	811	208	57
5- 6 persons engaged	434	19,596	2,382	1,739	512	131
7- 9 persons engaged	395	22,222	3,098	2,296	592	210
10- 19 persons engaged	643	57,131	9.009	6,631	1,744	634
20- 49 persons engaged	1,199	181,910	38,873	25,831	6,093	6,949
50- 99 persons engaged	606	210,795	42,535	26,392	8,053	8,090
100-199 persons engaged	408	274,279	56,702	32,736	12,235	11,731
200-499 persons engaged	235	360,476	71,917	44,120	17,116	10,681
500 and over persons engaged	85	438,821	86,530	60,501	18,872	7,157

for seasonal traders who reported part-year trading were also accepted without adjustment.

Shops. The figures given for retail shops relate to establishments from which goods were sold, or which were engaged in the repair (other than of footwear), maintenance, installation or hiring out of consumer goods. The central offices and warehouses of co-operative societies and multiples are not included; they will be shown in the figures for organisations in the final report.

Distribution depots from which roundsmen operate and credit traders calling on customers are treated as shops, but not market stalls in open markets or mobile shops except where such stalls or mobile shops belonged to co-operative societies or multiples.

Turnover. This means the total trading receipts during the year; it includes receipts from the sale of goods (inclusive of purchase tax), meals and refreshments, and from repairs, rentals and other services provided, after deduction of discounts, credits and deferred rebates allowed to customers. Goods withdrawn from stocks for the use of the retailer are included. There is no deduction of allowances for goods taken in part exchange. Dividends of co-operative societies are not deducted from turnover. Sales against checks of check trading companies are included at their face value. Hire purchase and other credit transactions originated during the year are included at their cash value plus any charge for credit provided by the retailer. The turnover of retailers operating sub-post offices includes the gross remuneration received in respect of this work without deduction of disbursements.

Persons engaged. Includes all persons who worked in the business in the week ended 30 October 1971 or (if the business was closed in that week) in the nearest normal trading week, including those temporarily absent through sickness or holidays. All working proprietors and members of the owner's family who worked in the business are included, whether or not they received a definite wage, as well as paid employees. Part-time directors paid by fee only are excluded. Part-time workers are included, however short the period for which they worked during the week.

Rounding of figures. For turnover each figure has been rounded to the nearest £1,000, and there may therefore be small discrepancies between the sums of individual figures and the totals shown.

Kinds of business

Grocers and provision dealers. Includes cooked meat and delicatessen shops; small general shops of the 'village general stores' type selling both food and non-food items, and general food shops where groceries are the main item sold. This heading also includes establishments selling ice-cream, mineral waters and vegetarian and health foods.

Other food retailers. Includes dairymen; butchers; fishmongers; poulterers; greengrocers; fruiterers (including those selling fish);

bread and flour confectioners, and off-licences. This heading also includes bread and milk depots from which roundsmen operate but not farms distributing milk direct to customers.

Confectioners, tobacconists, newsagents. Includes establishments specialising in the sale of confectionery or tobacco or newspapers and periodicals; and those combining the sale of two or more of these commodity groups. Street newsvendors were not included in the census.

Clothing and footwear shops. Includes bespoke tailors and all other men's, boys', women's and girls' wear shops including infants' or children's wear shops, milliners, furriers, and drapers; soft furnishings, household textiles, wool and art needlework shops; secondhand clothing, clothing hire, and clothing repair shops; and footwear shops including establishments combining the sale and repair of footwear except those specialising in repairs, ie whose receipts from repairs accounts for 80 per cent or more of turnover.

Household goods shops. Includes establishments selling or repairing domestic furniture (including beds and mattresses); floorcovering shops; art and antique dealers and secondhand furniture shops; dealers in radio and electrical goods and their repair and radio and television hire shops; domestic hardware, ironmongery, do-it-yourself, china, glassware, wallpaper and paint shops. Dealers in office furniture, Electricity and Gas Board showrooms, and radio and television relay organisations are excluded.

Other non-food retailers. Includes booksellers and stationers and shops selling artists' supplies, maps and greetings cards; circulating libraries, secondhand booksellers including combined bookseller-newsagents and stationer-newsagents but not newsagents with only small sales of books or stationery; dispensing and other chemists and photographic goods dealers; cycle and perambulator shops but not establishments engaged mainly in the supply of motor accessories; jewellery, leather, sports goods, toys, camping equipment and fancy goods shops; florists, nurserymen and garden seedsmen, pet and pet food shops, general secondhand dealers, sub-post offices with minor retail sales and retailers of handicraft materials, philatelic goods and scientific, medical and surgical goods. Establishments engaged in repairing cycles, jewellery, watches and clocks, etc. are also included but dealers in office equipment, law and commercial stationery are excluded.

General stores. Includes department stores, variety stores and general household stores.

Inquiries. Inquiries about the Census of Distribution for 1971 should be addressed to the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel: Newport (0633) 56111, ext. 2000).

Motor vehicle output in March

The average level of output of cars and commercial vehicles fell in March, both in terms of weekly production and after allowing for seasonal factors. Output of cars also fell in the first quarter of 1975, with production for export markets markedly reduced, but the level of commercial vehicle production continued unchanged.

In the five weeks to 28 March car output at 128,837 units (25,767 per week) was 21 per cent below the weekly rate of production in March 1974 (which was still partly affected by the 'three day week'). Commercial vehicle output, at 38,496 units (7,699 per week), was fractionally higher than a year earlier.

(The comments which follow are based on the seasonally adjusted figures shown in Table 2 – see next page.)

TABLE 1 Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and un-assembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972	52	1,307,881	613,430	1,921,311	36,948	272,649	135,470	408,119	7,848
1973	52	1,142,216	605,105	1,747,321	33,602	257,574	159,049	416,623	8,012
1974	52	937,932	596,187	1,534,119	29,502	232,373	170,193	402,566	7,742
1975	52								
1974 1st quarter	13	237,232	150,688	387,920	29,840	52,641	36,845	89,486	6,884
2nd quarter	13	275,355	164,041	439,396	33,800	63,122	46,063	109,185	8,399
3rd quarter	13	185,497	121,121	306,618	23,586	50,233	39,800	90,033	6,926
4th quarter	13	239,848	160,337	400,185	30,783	66,377	47,485	113,862	8,759
1975 1st quarter	13	242,582	139,692	382,274	29,406	61,402	46,808	108,210	8,324
2nd quarter	13								
3rd quarter	13								
4th quarter	13								
1974 January	4	61,781	37,628	99,409	24,852	13,989	9,595	23,584	5,896
February	4	73,721	50,721	124,442	31,110	16,048	11,428	27,476	6,869
March	5	101,730	62,339	164,069	32,814	22,604	15,822	38,426	7,685
April	4	74,411	40,917	115,328	28,832	18,881	12,913	31,794	7,948
May	4	99,873	58,240	158,113	39,528	20,614	15,513	36,127	9,032
June	5	101,071	64,884	165,955	33,191	23,627	17,637	41,264	8,253
July	4	56,304	37,405	93,709	23,427	14,978	12,841	27,819	6,955
August	4	66,368	46,662	113,030	28,258	14,701	10,495	25,196	6,299
September	5	62,825	37,054	99,879	19,976	20,554	16,464	37,018	7,404
October	4	73,584	49,228	122,812	30,703	20,846	14,332	35,178	8,794
November	4	84,742	55,632	140,374	35,094	22,364	16,125	38,489	9,622
December	5	81,522	55,477	136,999	27,400	23,167	17,028	40,195	8,039
1975 January	4	79,301	46,278	125,579	31,395	19,997	14,429	34,426	8,606
February	4	84,826	43,032	127,858	31,964	19,669	15,619	35,288	8,822
March	5	78,455	50,382	128,837	25,767	21,736	16,760	38,496	7,699
April	4								
May	4								
June	5								
July	4								
August	4								
September	5								
October	4								
November	4								
December	5								

Cars

Car production in March, at 105,000 units, was 13 per cent below the February level and 18 per cent below the average monthly output ni 1974. Production for the home market fell by 24 per cent, while production for export recovered slightly from the very low figure in February but was still 20 per cent below the 1974 monthly average.

In the first quarter of 1975 the output of passenger cars decreased by 9 per cent compared with the last quarter of 1974. Within the overall movement, production for export fell 21 per cent. Home market production remained unchanged; it was, however, 10 per cent lower than in the middle of 1974.

Commercial vehicles

Production of commercial vehicles in March, at 31,800 units, was 12 per cent below that in February and 5 per cent below the monthly average in 1974. In the first quarter of 1975 as a whole, commercial vehicle output was 3 per cent above that in the preceding quarter, production for export markets accounting for virtually the whole of the increase.

TABLE 2 Production – seasonally adjusted

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

MONTHLY AVERAGE — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1967	82	47	129	20.5	11.6	32.1
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	14.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974	78	50	128	19.3	14.2	33.5
1975						
1974 1st quarter	69	42	111	16.6	11.7	28.3
2nd quarter	85	47	132	19.6	14.2	33.8
3rd quarter	83	55	138	21.3	16.2	37.5
4th quarter	76	54	130	19.9	14.7	34.6
1975 1st quarter	76	43	119	20.1	15.5	35.6
2nd quarter						
3rd quarter						
4th quarter						
1974 January	56	44	100	15.2	12.3	27.5
February	70	36	106	16.2	11.0	27.2
March	80	46	126	18.5	11.7	30.2
April	79	32	111	19.9	13.8	33.7
May	93	56	149	21.3	14.5	35.8
June	81	55	136	17.7	14.2	31.9
July	97	66	163	22.0	16.7	38.7
August	88	61	149	22.1	16.8	38.9
September	64	37	101	19.8	15.1	34.9
October	72	49	121	18.8	14.0	32.8
November	82	60	142	20.1	15.3	35.4
December	75	53	128	20.8	14.8	35.6
1975 January	78	53	131	21.7	17.4	39.1
February	85	36	121	20.2	15.8	36.0
March	65	40	105	18.4	13.4	31.8
April						
May						
June						
July						
August						
September						
October						
November						
December						
Average of:						
Oct.-Dec. 1974	76	54	130	19.9	14.7	34.6
Jan.-Mar. 1975	79	43	119	20.1	15.5	35.6
Percentage change	N/C	−21	−9	+1	+6	+3

A new statistical series – monthly estimates of manufacturers' stocks

Estimates of monthly changes in manufacturers' stocks and work in progress are published for the first time today. The figures are intended to provide a broad indication of monthly changes in stock-building since the figures for the previous quarter were published. The monthly estimates are inevitably less reliable than the existing quarterly series (themselves subject to error and revision), partly because they are based on returns from a smaller number of firms. The monthly estimates, therefore, may be subject to considerable revision as later and more complete information becomes available. In spite of this weakness, it is believed that they represent a useful extension of the quarterly statistics.

Estimates for January and February are given below. Subsequent figures will be published in *Trade and Industry* about two months after the end of the month to which they refer.

It is provisionally estimated that manufacturers' stocks rose in February by about £20 million at 1970 prices, seasonally adjusted, after showing no change in January. Indications are that in both months there were increases in stocks of finished goods but that in January they were offset by falls in stocks of materials and fuel.

Background note

The Department of Industry collects, on a voluntary basis, figures of stocks and work in progress from a panel of mainly larger manufacturers, some of whom make monthly and some quarterly returns; quarterly estimates have been published since early 1956. Monthly estimates for internal official use have been made for some time. They are necessarily less reliable than quarterly ones as they are based on a much smaller coverage. The final quarterly estimates are based on returns covering about 60 per cent of manufacturing industry's stocks, whereas monthly figures calculated after a similar time lag would probably have a coverage of only about 35 per cent; for the first provisional estimates the coverage is of course less for both.

In order to improve the coverage and reliability of the monthly estimates it is intended to ask quarterly respondents if they can reply on a monthly basis.

The monthly figures may be subject to substantial revision. A second estimate will be made to take account of late returns and, once the quarterly figures become available, somewhat arbitrary adjustments will be made to the monthly estimates to make them add to the quarter. In addition to these difficulties about the basic data, the seasonal adjustment is less reliable for the months than for the quarters owing to lack of a long run of back figures on a consistent basis. Nevertheless it is believed that the new series will give a broad indication of recent movements in manufacturers' stocks.

The quarterly series of manufacturers' and distributors' stocks, which includes some breakdown by industry and asset, was last published in *Trade and Industry* on 4 April 1975, with figures up to the fourth quarter of 1974. Monthly figures of retailers' stocks up to February 1975 were published in *Trade and Industry* on 18 April 1975.

Business Monitor

The following titles and issues of Business Monitor are now available:

Production series

Monthly at £1.40 a year post free:

PM 481 Paper and paper making materials for February 1975

Quarterly at 52p each a year post free:

PQ 213 Biscuits for fourth quarter 1974
PQ 229.1 Margarine for fourth quarter 1974
PQ 276.1 Synthetic resins and plastics materials for fourth quarter 1974
PQ 278 Fertilizers for fourth quarter 1974

PQ 336 Construction and earth moving equipment for fourth quarter 1974

PQ 365.1 Gramophone records and tape recordings for fourth quarter 1974

PQ 369.1 Electrical equipment for motor vehicles, cycles and aircraft for fourth quarter 1974

PQ 380 Wheeled tractors for fourth quarter 1974

PQ 394 Wire and wire manufactures for fourth quarter 1974

PQ 411 Production of man-made fibres for fourth quarter 1974

PQ 417.2 Warp knitting for fourth quarter 1974

PQ 432 Leather goods for fourth quarter 1974

PQ 471 Timber (sawmilling, etc. and builders' woodwork) for fourth quarter 1974

PQ 473 Bedding and soft furnishings for fourth quarter 1974

PQ 492 Plastic floorcoverings, leathercloth, etc. for fourth quarter 1974

PQ 601 Gas for fourth quarter 1974.

Business Monitors in the Production, Service and Distributive and Miscellaneous series are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. The Census of Production reports are available on standing order from the same address or can be purchased separately from the Government Bookshops or through booksellers.

Exceptionally copies can be purchased over the counter at either the Department of Industry Central Library, 1 Victoria Street, London SW1H 0ET, or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library, which will supply prices on request (tel. 01-215 3038) or the Department's Library at the Business Statistics Office, Cardiff Road, Newport, Gwent, NPT 1XG (tel. 0633-56111, ext. 2973, telex 497121/497122 – Answer back BSO Newport), from which a complete list of titles of Business Monitors is available on application.

Inquiries about the distribution of Business Monitors may be made to the Business Statistics Office (ext. 2700) whose address and telephone number appear above.

Output in the wool textile industry

The volume of production in the industry (as measured by the seasonally adjusted index of production) in February 1975 was 5 per cent lower than in February 1974. Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-February 1975 woven fabrics (excluding blankets) were 8 per cent less than in the same period last year; deliveries of worsted yarn (excluding semi-worsted yarn) were 3 per cent lower. Production of wool and hair tops was 2 per cent more and that of man-made fibre tops was 8 per cent more.

Output in the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	million kilos					million sq. metres		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142 2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136.6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1974	112.6	43.9	54.8	122.5	87.2	92.1	82.6	28.1
1972 1st quarter	37.2	18.7	11.0	32.3	24.2	22.6	20.7	7.3
2nd quarter	39.3	19.5	11.8	33.8	26.6	25.7	20.7	5.7
3rd quarter	36.0	18.1	10.8	29.8	23.5	25.0	19.6	7.1
4th quarter	39.8	19.0	12.4	35.2	27.2	26.7	22.8	8.8
1973 1st quarter	40.7	19.9	13.3	36.8	27.8	25.8	24.5	8.6
2nd quarter	34.9	16.6	13.9	33.4	24.6	27.2	21.7	7.3
3rd quarter	29.2	13.0	13.0	29.8	21.8	24.1	19.9	6.7
4th quarter	31.8	12.9	15.6	35.2	25.7	27.2	22.2	8.1
1974 1st quarter	28.4	11.9	13.3	29.5	21.5	22.7	20.9	7.8
2nd quarter	33.6	12.8	15.5	36.7	23.5	25.8	21.2	7.2
3rd quarter	25.9	10.0	14.0	28.0	20.6	23.0	19.4	6.4
4th quarter	24.7	9.1	12.0	28.5	21.6	20.6	21.2	6.8
1973 July	9.9	5.1	5.0	9.0	7.3	7.5	7.0	1.6
August	9.0	3.5	3.3	10.0	7.3	7.4	5.8	2.5
September	10.3	4.4	4.7	10.8	7.2	9.1	7.2	2.6
October	11.8	4.7	5.5	13.2	9.5	9.7	7.9	2.8
November	11.3	4.8	5.7	12.5	9.1	9.8	8.1	2.9
December	8.7	3.4	4.5	9.6	7.0	7.8	6.2	2.4
1974 January	8.7	3.6	3.8	9.2	6.8	7.4	6.7	2.3
February	8.6	3.6	4.0	8.8	6.9	7.0	6.6	2.9
March	11.1	4.7	5.5	11.5	7.8	8.3	7.6	2.6
April	11.0	4.4	5.9	12.0	8.1	8.3	7.0	2.4
May	10.9	4.2	4.8	12.1	7.6	9.0	7.1	2.5
June	11.7	4.2	4.8	12.6	7.8	8.5	7.1	2.3
July	9.2	4.0	6.1	9.3	7.4	7.6	7.0	1.6
August	7.7	2.5	3.7	9.0	6.4	7.5	5.7	2.3
September	9.0	3.6	4.2	9.7	6.8	7.9	6.8	2.6
October	8.6	3.3	4.9	10.1	8.4	8.2	7.9	2.5
November	8.4	3.0	3.8	9.6	7.2	7.2	6.7	2.5
December	7.7	2.8	3.4	8.8	6.0	5.3	6.4	1.8
1975 January		3.6	4.3	9.9	7.0	6.1	7.3	2.3
February		3.8	4.2	9.5	6.4	5.6	6.6	2.9

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In February deliveries of semi-worsted yarn were 1.0 million kilos.

Sales by wholesale textile houses

Sales by wholesale textile houses in February showed an increase of 15 per cent on a year earlier, compared with increases of 5 per cent in December and 18 per cent in January.

The value of stocks at the end of February was 16 per cent higher than a year earlier.

TABLE 1 Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stocks end period	
1966	110	*–3*	..	..
1967	104	*–5*	..	..
1968	108	*4*	..	..
1969	103	*–5*	..	..
1970	107	*4*	..	..
1971	115	*8*	..	..
1972	121	*5*	..	..
1973	134	*11*	..	..
1974	147	*9*	..	..
1972 3rd quarter	123	*7*	154	*4*
4th quarter	149	*6*	169	*12*
1973 1st quarter	120	*18*	184	*12*
2nd quarter	123	*11*	171	*17*
3rd quarter	130	*6*	173	*12*
4th quarter	163	*10*	204	*21*
1974 1st quarter	134	*12*	189	*3*
2nd quarter	131	*7*	202	*18*
3rd quarter	148	*13*	194	*12*
4th quarter	173	*6*	198	*–3*
1974 February	135	*8*	184	*9*
March	182	*25*	189	*3*
April	139	*5*	180	*11*
May	123	*8*	206	*19*
June	132	*9*	202	*18*
July	117	*9*	205	*19*
August	141	*13*	207	*15*
September	185	*16*	194	*12*
October	206	*12*	192	*18*
November	156	*1*	222	*10*
December	158	*5*	198	*–3*
1975 January	99	*18*	205	*15*
February	155	*15*	213	*16*

TABLE 2 Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks‡
	Feb. 1975	Jan.-Feb. 1975	Feb. 1975
Women's knitted outwear, blouses and skirts	26	23	–15
Women's coats, costumes, furs and raincoats	11	–3	30
Women's underwear	35	28	70
Women's hose and children's socks	4	7	17
Women's millinery	13	15	–14
Haberdashery, ribbons and wool	4	17	–6
Children's wear	–1	8	–5
Men's and boys' shirts, pyjamas and outfitting	14	4	80
Gloves	–23	–11	37
Piece-goods and nets	36	35	–28
Household textiles	–18	–4	5
Floor coverings, furniture and hardware	22	22	20
Boots and shoes	1	25	–2
Total†	15	16	16

† Including some items not included among the sub-headings.
‡ Values at cost.

Notes

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, the Textile Distributors' Association, 3 Berners Street, London W1P 4JP (tel. 01-580 2902).

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Sales in the carpet industry in February

The daily rate of manufacturers' sales by value in February at current prices was provisionally estimated to have been 8 per cent more than in February 1974; assuming 20 working days in both months. In the three months ended February 1975, the daily rate of manufacturers' sales was provisionally estimated to have been 14 per cent more than in the corresponding period of 12 months ago, assuming 62 working days in the three months ended February 1975 and 61 working days in the 3 months ended February 1974. The index numbers, which are of manufacturers' sales by value, have been adjusted for the length of the working month, but not for non-statutory holidays or other seasonal factors. The Wholesale Price Index of carpets is shown as a guide to the movement in prices.

1970 = 100

	Index of manufacturers' sales at current prices	Wholesale price index
1969	93	96.6
1970	100	100.0
1971	115	104.9
1972	135	111.7
1973	166	130.2
1974	179	153.1
1973 Quarter ended December	183	135.1
1974 Quarter ended March	165	141.5
Quarter ended June	186	150.6
Quarter ended September	164	158.7
Quarter ended December	202	161.5
1973 November	194	135.8
December	172	136.5
1974 January	132	139.2
February	175	142.0
1974 November	218	160.9
December	192	162.9
1975 January	165	167.9*
February	189	170.1*

* Provisional.

Domestic furniture deliveries in February

Monthly figures of domestic furniture deliveries for the period January 1974 to February 1975:

	Deliveries £m current values	Index of deliveries (1970 = 100) unadjusted	Index of deliveries (1970 = 100) seasonally adjusted
1974 January	31.9	125	130
February	30.8	136	130
March	35.9	148	144
April	34.6	135	142
May	35.1	131	136
June	34.0	144	142
July	30.0	108	134
August	29.5	110	133
September	38.8	148	129
October	42.4	147	127
November	41.8	157	135
December	36.4 r	128 r	136 r
1975 January	44.2 r	144 r	151 r
February	43.8 p	161 p	156 p

r = Revised
p = Provisional

Production in the cotton industry

Statistics issued by the Textile Statistics Bureau show that in the period January-February 1975 the amount of cloth woven was 32 per cent higher than in the same period last year. Production of single yarn increased by 11 per cent and doubled yarn by 28 per cent.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn (†)		Doubled yarn		Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	million kg.				million metres	
1968	171.2	67.5	49.9	52.0	668.2	507.3
1969	166.2	73.2	46.8	60.9	661.5	538.1
1970	158.7	77.4	43.2	57.3	627.6	484.3
1971	133.0	83.3	85.0		559.1	479.8
1972	121.4	81.7	75.4		513.0	469.8
1973	115.4	92.5	82.1		453.2	502.3
1974	101.3	87.7	74.7		409.5	505.3
1973 July	1.8	1.3	1.3		5.8	7.1
August*	2.2	1.8	1.6		8.5	9.1
September	1.8	1.5	1.4		7.4	9.3
October*	2.3	2.0	1.7		9.2	10.9
November	2.3	2.0	1.6		9.3	11.0
December	1.7	1.5	1.2		7.0	8.2
1974 January*	1.6	1.4	1.1		6.6	6.8
February	1.7	1.5	1.2		7.1	7.9
March	2.2	2.0	1.6		8.6	10.6
April	2.0	1.9	1.6		8.0	10.5
May*	2.3	2.1	1.7		8.6	10.7
June	2.0	1.9	1.5		9.0	11.2
July*	1.7	1.4	1.3		5.4	7.8
August	2.2	2.0	1.6		8.6	10.8
September	1.8	1.5	1.3		6.8	9.9
October*	2.2	1.7	1.6		9.0	11.4
November	2.2	1.7	1.6		9.5	11.1
December	1.6	1.3	1.2		7.7	8.6
1975 January*	1.8	1.5	1.4		8.2	9.7
February	1.9	1.6	1.5		8.8	10.7

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. * Average of five weeks.

Activity in the textiles and clothing industries

Last week's *Trade and Industry* (pages 264-7) contained an article on 'Activity in the textiles and clothing industries'. Below we give some information on the overseas trade (tables 7-10) which unfortunately was not included in last week's issue. For the purposes of clarity we repeat the first three paragraphs under the heading 'Overseas trade' (page 267).

The crude trade balance for textile yarns and fabrics, which had been rising in the first half of 1974, deteriorated sharply during the second half year, owing largely to the turn round in overseas trade in synthetic continuous filament yarn following the Flixborough disaster. For the year as a whole the export surplus amounted to £58 million, the smallest balance for several years at current prices, 33 per cent less than the 1973 balance and substantially below the peak surplus of £140 million in 1970.

The trade deficit in textile fibres improved sharply from £150 million in 1973 to £109 million in 1974 reflecting mainly the falling prices of raw wool and cotton but also a lower volume of imports. At the same time, the clothing deficit increased from £154 million to a record £172 million in 1974 which contrasts strongly with the deficit of only £6 million as recently as 1970.

The value of imports of most textiles, at current prices, continued to rise; in quantity terms, however, imports showed more modest increases and, in some cases, a fall. The most notable increase was in imports of cotton yarn which rose by 79 per cent in volume compared with 1973. These figures reflect higher shipments from most sources but especially large increases were recorded from Greece and Turkey (newly enjoying EEC associate member terms of entry into the UK market). Import licensing, however, was imposed on supplies from these two countries at the end of the year.

Imports of woven cotton cloth declined by 13 per cent in volume in 1974 from 1973 levels. Deliveries of grey cotton cloth from India, Hong Kong and Portugal were sharply down in quantity terms, although these decreases were offset to some extent by higher imports from China (for processing and subsequent re-export) and Taiwan.

Imports of man-made fibre cloth in 1974 were up by only 3 per cent in volume (sq. m.) and similarly, imports of knitted fabrics rose also by 3 per cent in volume (largely because of increased shipments in the second half year).

As with imports there was a large rise in the value of exports in 1974 reflecting to a considerable extent the rise in prices since the volume of exports was generally lower than in 1973. For example, both woollen and worsted yarns and fabrics were 12 per cent and 17 per cent higher in value respectively but in quantity terms were 15 per cent and 13 per cent below the corresponding 1973 figures. On the other hand, exports of wool tops fell in both value and volume in 1974 with sharply reduced shipments to Japan.

Exports of UK manufactured carpets were very buoyant at the beginning of 1974 and although demand faded away in the second half year, exports over the 12 months were up 35 per cent in value and 17 per cent in volume on the 1973 levels.

Clothing imports, in value, rose very strongly in the first quarter of 1974 but fell back slightly in subsequent quarters and over the year amounted to £402 million compared with £334 million in 1973 at current prices. In constant price terms, however, there was probably little change in the import levels of the two years. Clothing exports, in contrast fell sharply in the first quarter probably owing to the three day working week and also seasonal factors but showed strong growth in the following three quarters, in current values.

Over the year as a whole, exports in 1974 were 28 per cent higher than in 1973. As in the case of imports, however, much of this increase was due to higher prices.

British Shipping Law Series No. 5

C.I.F. AND F.O.B. CONTRACTS

Second edition
by
David M. Sassoon, M.JUR (Jerusalem), D.PHIL.(Oxon)

The first edition of this book in 1968 was widely used as a comprehensive and detailed guide to the law and practice of these two important types of international sales contracts. Since 1968 world trade has expanded rapidly and c.i.f. and f.o.b. contracts in various jurisdictions have developed in response. This second edition includes, therefore, an analysis of over sixty new decisions from various countries, and takes full account of appropriate legislations: the Uniform Laws on International Sales Act, 1967, and the Supply of Goods (Implied Terms) Act 1973.

The last few years have also witnessed considerable technological changes. These include the increasing transport of freight by air, and perhaps even more important, the container revolution and the development of the combined transport concept. All these have begun to exert influence on traditional patterns of trade and on the customary trade terms—in fact on the accepted rules which have governed c.i.f. and f.o.b. law for so long. These developments are considered by the author, and account is taken of the efforts of the International Chamber of Commerce to prepare definitions of new forms of c.i.f. and f.o.b. for use in contracts involving these modern modes of transport, although these terms are, of course, not complete.

1975 **£15.50** *net*

Stevens

Mail orders to: North Way, Andover, Hants SP10 5BE
Bookshop: 116 Chancery Lane, London WC2A 1PP

Insolvencies in England and Wales during first quarter of 1975

This article is the first of a new quarterly series that will present the insolvency statistics available within the Department of Trade. It includes the quarterly analysis of receiving and administration orders between the High Court and the County Courts that has previously appeared in *Trade and Industry* and it includes a similar analysis for compulsory liquidations. An article describing the statistics and giving quarterly figures from the beginning of 1960 to the end of 1974 (with industrial analyses from the beginning of 1969 to the third quarter of 1974) was published on 11 April in *Economic Trends* for March 1975.

After allowing for seasonal variation, insolvencies increased during the first quarter of 1975, continuing the upward movement that began during 1973. Table 1 shows that, after seasonal adjustment, there were 1,862 receiving orders (including administration orders and deeds of arrangement) during the quarter, which represents an increase of 14 per cent on the previous quarter and of 47 per cent on the first quarter of 1974. Before seasonal adjustment the figure was 1938. After seasonal adjustment, there were 544 compulsory liquidations during the quarter and 681 creditors' voluntary liquidations giving a total of 1,225. This represents an increase of 6 per cent on the previous quarter and of 75 per cent on the first quarter of 1974. Before seasonal adjustment the figures were 543 compulsory liquidations and 700 creditors' voluntary liquidations giving a total of 1,243.

The chart illustrates the quarterly, seasonally adjusted figures for receiving orders (including administration orders and deeds of arrangement), compulsory liquidations and creditors' voluntary liquidations since the beginning of 1968. The three categories of insolvency moved broadly together during this period and, as the chart shows, there was a general fall in the number of insolvencies from mid-1970 to mid-1973, which has been followed by a sharp rise.

Industrial analysis

Industrial analysis of receiving orders administered and total liquidations (compulsory and creditors' voluntary combined) for the fourth quarter of 1974, the latest for which these statistics are available, are given in Tables 2 and 3. The tables also give the analyses for the four preceding quarters and for 1973 and 1974 as a whole.

For receiving orders administered, there were substantial increases in many industrial categories in the fourth quarter compared with the previous quarter and, as explained in the notes below, the figures for the fourth quarter tend to be understated. For 1974 as a whole, compared with the previous year, the numbers of receiving orders administered increased in nearly all categories. The largest increase came in construction although its percentage of the total fell slightly. The sharpest increase came in road haulage, for which the number approximately trebled, increasing its percentage of the total to over 6 per cent. The numbers fell in metals and engineering, wholesaling, and other industries, which are all relatively small categories. Overall the percentage of receiving orders administered accounted for by self-employed persons fell to 66 per cent, compared with 73 per cent in 1973 and 81 per cent in 1972.

The numbers of liquidations (compulsory and creditors' voluntary combined) rose during the fourth quarter of 1974 compared with the previous quarter in all industrial categories except food, drink and tobacco. As with receiving orders, the largest rise came in construction, although its percentage of total increased only slightly. The percentages accounted for by the manufacturing categories mostly

TABLE 1 Insolvencies

England and Wales — Number

	Bankruptcies					Company liquidations					
	Unadjusted				Seasonally adjusted	Unadjusted			Seasonally adjusted		
	Total	Receiving orders	Administration orders	Deeds of arrangement	Total	Total	Compulsory	Creditors' voluntary	Total	Compulsory	Creditors' voluntary
1968	4,298	4,123	27	148		3,165	1,108	2,057			
1969	4,772	4,532	20	220		3,510	1,181	2,329			
1970	5,087	4,878	29	180		3,689	1,269	2,420			
1971	4,793	4,630	13	150		3,506	1,166	2,340			
1972	4,337	4,225	19	93		3,063	1,150	1,913			
1973	3,917	3,805	12	100		2,575	1,080	1,495			
1974	5,716	5,594	12	110		3,720	1,395	2,325			
1968 1st quarter	1,231	1,190		41	1,121	897	307	590	850	287	563
2nd quarter	1,024	985		39	1,040	775	279	496	772	271	501
3rd quarter	932	907		25	1,020	586	148	438	731	270	461
4th quarter	1,111	1,068		43	1,117	907	374	533	812	280	532
1969 1st quarter	1,231	1,173		58	1,135	872	318	554	824	296	528
2nd quarter	1,059	1,055		40	1,094	871	308	563	864	298	566
3rd quarter	1,215	1,157		58	1,319	798	171	627	957	305	652
4th quarter	1,231	1,167		64	1,224	969	384	585	865	282	583
1970 1st quarter	1,314	1,273		41	1,236	981	318	663	942	305	637
2nd quarter	1,321	1,280		41	1,308	956	339	627	971	335	636
3rd quarter	1,219	1,174		45	1,324	744	169	575	893	303	590
4th quarter	1,233	1,180		53	1,219	998	443	555	883	326	557
1971 1st quarter	1,171	1,145		26	1,116	760	310	450	731	299	432
2nd quarter	1,253	1,205		48	1,230	945	285	660	945	280	665
3rd quarter	1,137	1,092		45	1,238	777	172	605	920	302	618
4th quarter	1,232	1,201		31	1,209	1,024	399	625	910	285	625
1972 1st quarter	1,222	1,197		25	1,180	877	291	586	856	288	568
2nd quarter	1,200	1,175		25	1,177	799	293	506	804	293	511
3rd quarter	866	844		22	950	614	160	454	746	280	466
4th quarter	1,049	1,028		21	1,030	773	406	367	657	289	368
1973 1st quarter	1,011	982		29	973	710	273	437	700	275	425
2nd quarter	952	919		33	931	653	308	345	660	312	348
3rd quarter	875	858		17	961	463	130	333	574	230	344
4th quarter	1,079	1,058		21	1,052	749	369	380	641	263	378
1974 1st quarter	1,320	1,294		26	1,267	713	264	449	701	266	435
2nd quarter	1,341	1,314		27	1,307	844	309	535	849	312	537
3rd quarter	1,377	1,355		22	1,515	829	224	605	1,018	394	624
4th quarter	1,678	1,643		35	1,627	1,334	598	736	1,152	423	729
1975 1st quarter	1,938	1,900		38	1,862	1,243	543	700	1,225	544	681

TABLE 2 Industrial analysis of receiving orders administered(1)

England and Wales

	Numbers							Percentages						
			1973	1974						1973	1974			
Industry	1973	1974	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1973	1974	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Self-employed														
Agriculture	71	93	16	17	17	20	39	2.0	1.7	2.5	1.5	1.4	1.7	2.2
Manufacturing:														
Food, drink and tobacco	4	4	—	1	—	—	3	0.1	0.1	—	0.1	—	—	0.2
Chemicals	1	11	—	1	—	10	—	—	0.2	—	0.1	—	0.9	—
Metals and engineering	59	44	22	22	4	10	8	1.7	0.8	3.4	1.9	0.3	0.9	0.4
Textiles and clothing	26	41	5	7	6	16	12	0.7	0.8	0.8	0.6	0.5	1.4	0.7
Timber and furniture	19	24	—	7	10	3	4	0.5	0.5	—	0.6	0.8	0.3	0.2
Paper, printing and publishing	15	16	2	2	7	—	7	0.4	0.3	0.3	0.2	0.6	—	0.4
Other manufacturing	12	12	5	2	4	—	6	0.3	0.2	0.8	0.2	0.3	—	0.3
Total manufacturing	136	152	34	42	31	39	40	3.9	2.9	5.3	3.7	2.5	3.4	2.2
Construction	741	1,031	150	238	276	236	281	21.3	19.4	23.5	20.7	22.5	20.5	15.6
Road haulage	112	343	—	98	57	59	129	3.2	6.4	—	8.5	4.6	5.1	7.2
Wholesaling:														
Consumer goods	60	42	16	24	10	7	1	1.7	0.8	2.5	2.1	0.8	0.6	0.1
Non-consumer goods	83	55	28	22	8	7	18	2.4	1.0	4.4	1.9	0.7	0.6	1.0
Retailing:														
Food	247	344	72	71	82	77	114	7.1	6.5	11.3	6.2	6.7	6.7	6.3
Non-food	396	567	67	92	119	117	239	11.4	10.7	10.5	8.0	9.7	10.2	13.3
Financial and professional services	158	229	39	59	79	70	21	4.5	4.3	6.1	5.1	6.4	6.1	1.2
Hotels and restaurants	157	210	25	47	50	37	76	4.5	3.9	3.9	4.1	4.1	3.2	4.2
Garages	186	198	30	61	37	33	67	5.4	3.7	4.7	5.3	3.0	2.9	3.7
Other consumer services	162	192	28	82	41	48	21	4.7	3.6	4.4	7.1	3.3	4.2	1.2
Other industries	46	34	11	13	3	7	11	1.3	0.6	1.7	1.1	0.2	0.6	0.6
Total	2,555	3,490	516	866	810	757	1,057	73.5	65.6	80.9	75.5	66.0	65.9	58.8
Other individuals														
Employees, no occupation and unemployed	684	1,389	79	174	310	299	606	19.7	26.1	12.4	15.2	25.3	26.0	33.7
Directors and promoters of companies	193	239	43	35	43	33	128	5.6	4.5	6.7	3.1	3.5	2.9	7.1
Occupation unknown	43	203	—	72	64	60	7	1.2	3.8	—	6.3	5.2	5.2	0.4
Total	920	1,831	122	281	417	392	741	26.5	34.4	19.1	24.5	34.0	34.1	41.2
All receiving orders administered	3,475	5,321	638	1,147	1,227	1,149	1,798	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Note:
(1) Receiving orders made during the year, less those rescinded before the end of the year, together with administration orders and deeds of arrangement on the same basis.

fell and the percentage for manufacturing as a whole fell substantially. The percentages in the other categories mostly increased but the changes were fairly small.

During 1974 as a whole, the numbers of liquidations rose in all industrial categories compared with the previous year. The largest rise was in construction accompanied by a small rise in its percentage of the total. The category financial and professional services, which includes property companies, showed a marked rise in terms of both number of liquidations and percentage of the total. In food, drink and tobacco and in timber and furniture liquidations approximately doubled, but these are relatively small categories. There was a fall in the percentage accounted for by manufacturing as a whole. The sharpest increase came in the relatively small category hotels and restaurants, in which liquidations increased two and a half times bringing its percentage of the total to nearly 4 per cent. Changes in the other categories were comparatively small.

High Court and County Court figures

The figures for receiving and administration orders and compulsory liquidation winding-up orders made in the High Court and County Courts during the first quarter of 1975 and the four preceding quarters are as follows:

	1974				1975
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.
Receiving and administration orders					
High Court	363	297	227	442	458
County Courts	931	1,017	1,128	1,201	1,442
Total	1,294	1,314	1,355	1,643	1,900
Compulsory liquidation winding-up orders					
High Court	203	234	150	515	449
County Courts	61	75	74	83	94
Total	264	309	224	598	543

Notes

The figures for bankruptcies in Table 1 refer to persons, who are dealt with under the Bankruptcy Act 1914 and the Bankruptcy (Amendment) Act 1926 or who make arrangements with their creditors under the Deeds of Arrangement Act 1914. A receiving order is made by the court on the petition of a creditor if it is satisfied that the debtor has committed an act of bankruptcy, as listed in Section 1 of the Bankruptcy Act 1914, or on the petition of the debtor himself. The order makes the official receiver, who is an officer of the court, receiver of the debtor's estate and deprives the debtor of the right to deal with it. Administration orders, which are made under Section 130 of the Bankruptcy Act 1914, relate to deceased insolvents. Deeds of arrangement relate to arrangements between debtors and creditors that are reached, without recourse to the courts, under the Deeds of Arrangement Act 1914.

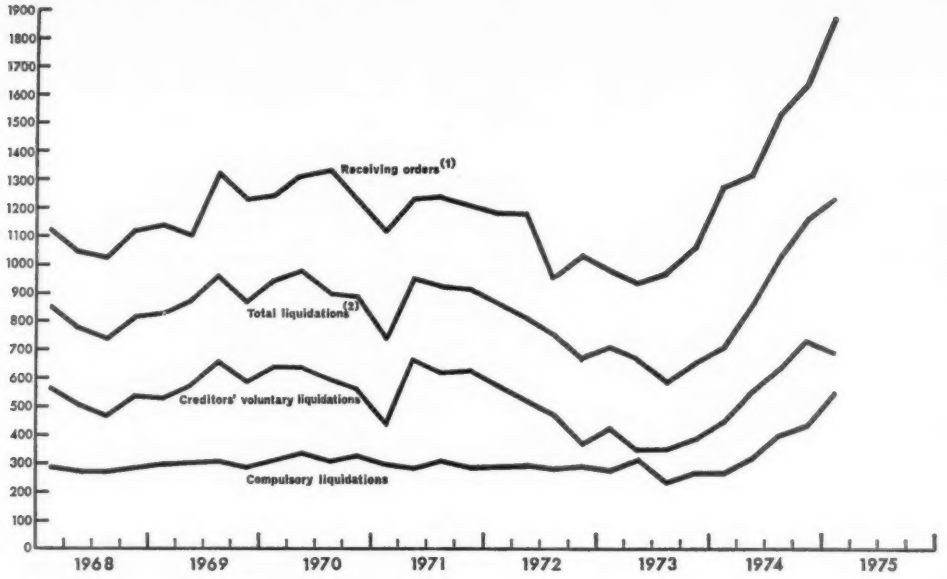
Insolvent partnerships are dealt with in conjunction with the insolvencies of the individual partners under the Bankruptcy Acts.

Receiving orders administered, referred to in Table 2, are those receiving orders not rescinded before the end of the year. For the first three quarters of the year the industrial analysis in Table 2 is compiled about two months after the end of the quarter, to allow time for the statistics to be collected. Some of these receiving orders may later be rescinded. The analysis for the fourth quarter is obtained by subtracting the figures for the first three quarters from the figures for the full year. This results in the numbers for the fourth quarter being understated compared with the other quarters, but the anomaly is probably not serious when the analysis is viewed in percentage terms.

Insolvent companies are dealt with under the Companies Acts 1948 and 1967 and the figures for company liquidations in Table 1 refer to the two types of liquidation that involve insolvency. The figures for compulsory liquidations relate to winding-up orders made by the courts. The figures for creditor's voluntary liquidations, in which the company and its creditors come to terms without court proceedings, relate to notifications of resolutions to wind-up. There

Insolvencies in England and Wales

Number per quarter, seasonally adjusted



(1) Including administration orders and deeds of arrangement.
(2) Compulsory plus creditors' voluntary liquidations.

is a third type, members' voluntary liquidations; these do not involve insolvency and they are not included in the figures in this article.

There is considerable seasonal variation between quarters in the insolvency series, mainly because about 25 per cent of all receiving orders and about 80 per cent of all compulsory liquidations are dealt with by the High Court, which has fewer sittings in the third quarter compared with other quarters because of the long vacation. For receiving orders, the seasonal fall in the third quarter is made up in each of the other quarters approximately equally. Compulsory liquidations are more strongly seasonal, with a large fall in the third quarter followed by a large rise in the fourth. Creditors' voluntary liquidations are not particularly seasonal but seasonally adjusted figures for them are included in Table 1.

Questions are often asked about the distribution of insolvencies by size or by region but it would be impracticable or very costly to assemble statistics of this sort. There is no satisfactory measure of the size of an insolvency because a business tends to decline over a period and there are the problems of deciding for what time the size should be assessed and what measure should be used, and of obtaining this information retrospectively. For regional statistics, figures for cases decided in the various county courts are an unsatisfactory basis because of the large proportion of cases decided in the High Court. There is also the difficulty that the activities of a business often extend over a wide area.

TABLE 3 Industrial analysis of total compulsory and creditors' voluntary liquidations

England and Wales

	Numbers							Percentages						
			1973	1974						1973	1974			
Industry	1973	1974	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1973	1974	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Agriculture	9	16	3	4	3	3	6	0.3	0.4	0.4	0.6	0.4	0.4	0.4
Manufacturing:														
Food, drink and tobacco	35	62	9	10	16	19	17	1.4	1.7	1.2	1.4	1.9	2.3	1.3
Chemicals	22	33	7	4	8	10	11	0.9	0.9	0.9	0.6	0.9	1.2	0.8
Metals and engineering	253	323	68	72	66	86	99	9.8	8.7	9.1	10.1	7.8	10.4	7.4
Textiles and clothing	124	171	27	32	34	51	54	4.8	4.6	3.6	4.5	4.0	6.2	4.0
Timber and furniture	61	124	15	26	23	33	42	2.4	3.3	2.0	3.6	2.7	4.0	3.1
Paper, printing and publishing	116	124	41	16	22	32	54	4.5	3.3	5.5	2.2	2.6	3.9	4.0
Other manufacturing	111	109	27	27	23	17	42	4.3	2.9	3.6	3.8	2.7	2.1	3.1
Total manufacturing	722	946	194	187	192	248	319	28.0	25.4	25.9	26.2	22.7	29.9	23.9
Construction	500	776	145	161	184	162	269	19.4	20.9	19.4	22.6	21.8	19.5	20.2
Road haulage	139	213	33	43	44	53	73	5.4	5.7	4.4	6.0	5.2	6.4	5.5
Wholesaling:														
Consumer goods	114	130	33	23	28	23	56	4.4	3.5	4.4	3.2	3.3	2.8	4.2
Non-consumer goods	119	191	46	29	48	40	74	4.6	5.1	6.1	4.1	5.7	4.8	5.5
Retailing:														
Food	76	81	13	23	21	13	24	3.0	2.2	1.7	3.2	2.5	1.6	1.8
Non-food	233	270	76	55	64	59	93	9.0	7.3	10.1	7.7	7.6	7.1	7.0
Financial and professional services	354	612	103	106	146	146	214	13.7	16.5	13.8	14.9	17.3	17.6	16.0
Hotels and restaurants	55	136	23	17	37	24	57	2.1	3.7	3.1	2.4	4.4	2.9	4.3
Garages	55	74	20	21	17	11	25	2.1	2.0	2.7	2.9	2.0	1.3	1.9
Other consumer services	75	81	25	12	14	14	41	2.9	2.2	3.3	1.7	1.7	1.7	3.1
Other industries	124	194	35	32	46	33	83	4.8	5.2	4.7	4.5	5.5	4.0	6.2
Total	2,575	3,720	749	713	844	829	1,334	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Food supplies moving into consumption in the United Kingdom

Preliminary estimates of food supplies moving into consumption in the United Kingdom in 1974 are set out in the following table and compared with the results for 1973.

Overall, the pattern of food consumption has remained fairly steady. First indications show that changes between 1973 and 1974 were generally small, with reductions in consumption of fruit, vegetables and cereal products being partly offset by increases in supplies of animal products.

Total consumption of dairy products (excluding butter) rose by 0.6 lb. per head per annum during the period, liquid milk increasing by 4.1 pints per head, yoghurt by 0.6 lb. per head and cheese by 0.2 lb. per head. There was a slight decrease in consumption of evaporated and machine skimmed condensed milk.

Total meat supplies expressed in terms of edible weight rose by 1 lb. per head from 125.2 lb. per head in 1973 to 126.2 lb. per head in 1974. The main increase, of 6.4 lb. per head, was in beef; consumption of bone-in beef rose from 32.7 lb. per head in 1973 to 42.8 lb. per head in 1974. This was offset to some extent by reductions in supplies of boneless beef (converted to bone-in weight) of 3.7 lb. per head. Boneless beef and veal have, for the first time, been converted to bone-in weight in order to provide a common measure. Poultry consumption remained unchanged, and there was a small downward movement in pork supplies.

Total consumption of fish continued to fall, from 18.1 lb. per head in 1973 to 15.3 lb. per head in 1974. Total egg supplies were slightly lower by 1 egg per head per annum. The displacement of margarine

TABLE 1 Food supplies per head per annum moving into consumption in the United Kingdom (lb. per head per annum)

	Revised 1973	Provisional 1974
I. DAIRY PRODUCTS (excluding butter)		
Liquid milk	309.9	315.2
(pints per head per annum)	(240.6)	(244.7)
of which, schools and welfare milk (pints)	(6.3)	(5.9)
Cream (40% fat content)	3.5	3.6
Cheese	12.8	13.0
Evaporated milk, full cream, unsweetened	4.8	4.6
Condensed milk, full cream, sweetened	0.6	0.6
Condensed milk, machine skimmed	2.5	1.7
Dried whole milk	1.2	1.2
Dried skimmed milk	2.7	2.4
Yoghurt	3.2	3.8
Milk in manufactured products not elsewhere specified	15.9	17.0
Total (converted to milk solids)	56.7	57.3
II. MEAT		
Beef – bone in	32.7	42.8
Beef – bone out (expressed as bone-in equivalent)	10.0	6.3
Mutton and lamb	18.2	17.0
Pork	26.7	26.6
Offal	7.6	7.5
Canned meat (imported)	7.7	6.9
Bacon and ham	22.3	20.5
Poultry	25.8	25.8
Game and rabbits	0.6	0.5
Total (converted to edible weight)	125.2	126.2
III. FISH		
Fresh, frozen and cured (wet fillet equivalent)	13.6	11.9
Shell fish, fresh and frozen (edible weight)	1.6	1.2
Canned fish (imported)	2.9	2.2
Total (edible weight)	18.1	15.3
IV. EGGS		
Shell eggs (number)	244	245
Egg products (equivalent number of eggs)	18	16
Total	262	261
V. OILS AND FATS (visible)		
Butter	16.8	18.4
Margarine (gross)	12.8	11.3
(net) (a)	12.0	10.0
Lard and compound cooking fat	12.0	12.6
Other edible oils and fats	14.2	13.7
Total (converted to fat content)	50.1	49.8
VI. SUGAR AND SYRUPS		
Sugar refined (b) (i) (gross)	103.7	103.7
(ii)	99.2	99.0
(iii) (net)	95.0	94.6
Honey	0.8	0.5
Glucose	14.0	15.4
Total (sugar content) (gross)	116.4	117.3
(net)	107.4	108.0
VII. FRUIT		
Fresh citrus fruit	23.2	20.7
Other fresh fruit	48.9	49.4
Canned fruit	20.4	17.8
Imported fruit juices (in natural strength)	7.8	8.8
Imported fruit pulp	2.0	1.7
Imported dried fruit	5.3	4.8
Total (converted to fresh equivalent)	126.7	122.5
VIII. PULSES AND NUTS		
Dried pulses (c)	7.5	6.7
Shelled nuts and soya flour	6.0	5.1
Total	13.5	11.8
IX. POTATOES AND POTATO PRODUCTS (d)	218.4	219.9
X. OTHER VEGETABLES		
Fresh tomatoes	12.6	12.5
Imported canned tomatoes (including juice and puree)	9.0	9.8
Cabbage and greens	36.0	34.7
Leafy salads	4.9	4.8
Fresh carrots	12.0	11.2
Fresh legumes	23.1	20.8
Other fresh vegetables	30.6	28.5
Other canned vegetables (e)	11.1	10.8
Total (converted to fresh equivalent)	147.4	141.0
XI. GRAIN PRODUCTS		
Wheat flour	141.2	137.1
Barley products	0.3	0.3
Oat products	3.1	3.1
Rye products	0.5	0.4
Breakfast cereals	7.9	7.9
Rice	3.5	3.3
Starch and other farinaceous foods	3.1	3.7
Total	159.6	155.8
XII. TEA, COFFEE AND COCOA		
Tea	7.5	7.8
Coffee (bean equivalent) (f)	5.9	4.5
Cocoa powder	1.2	0.9
XIII. ALCHOLIC DRINK (g)		
Spirits (proof pints) (h)	4.3	4.7
Beer (pints)	196.9	201.2
Wine (pints)	11.2	11.9
XIV. ENERGY VALUE (kcal. per head per day)		
Food (including coffee and cocoa)	3,050	3,020
Alcoholic drink	153	159

(a) Excluding ingredients shown as separate items elsewhere in the tables (eg butter and lard).

(b) (i) Total consumption of sugar including sugar content of imported manufactured foods;
(ii) = (i) less sugar used in production of alcoholic drinks;
(iii) = (i) less sugar used in alcholic drinks and sugar content of products covered elsewhere in the table to provide for the calculation of calories and nutrients.

(c) Includes dried beans and dried peas for canning.

(d) Includes the raw equivalent of potato products (ie crisps, canned, dehydrated and frozen potatoes).

(e) Excludes canned dried peas, canned dried beans (beans in tomato sauce, etc), and canned tomatoes.

(f) Including coffee extracts and essences.

(g) Quantities retained for home use, based on information provided by HM Customs and Excise.

(h) Excludes medical spirit.

by butter, which was noted in 1973, continued, with consumption of butter rising by nearly 10 per cent from 16.8 lb. per head in 1973 to 18.4 lb. in 1974, while that of margarine again fell. Usage of lard and compound cooking fat increased by 0.6 lb. per head but that of other edible oils and fats fell, bringing total oils and fats consumption to 0.3 lb. below the 1973 level.

For these early estimates, the level of gross consumption of sugar is assumed to be unchanged from 1973. The pattern of supplies in 1974 was different from previous years in that towards the end of the year there was a substantial increase in imports of refined sugar, largely from EEC countries. While some of this sugar was for the retail trade, much of it was bought by manufacturers for use in late 1974 and the first half of 1975. The information at present available on levels of stocks does not cover later stages in the distribution chain.

Total fruit supplies, including citrus, other fresh fruit, canned fruit, fruit pulp and dried fruit, fell by 4.2 lb. per head but there was an increase in consumption of fruit juices and other fresh fruit. Consumption of pulses and nuts fell by 1.7 lb. per head. There was an increase of 1.5 lb. per head in consumption of potatoes and potato products, continuing the upturn in 1973 over 1972, but total consumption of other vegetables fell by 6.4 lb. per head from 147.4 lb. in 1973 to 141.0 lb. Imported canned tomatoes (including juice and puree) showed an increase of 0.8 lb. per head, but supplies of fresh legumes fell by 2.3 lb. per head, other fresh vegetables by 2.1 lb. per head, and cabbage and greens by 1.3 lb. per head.

Total consumption of grain products was 155.8 lb. per head as against 159.6 lb. in 1973, a reduction of 2.4 per cent attributable mainly to wheat flour. Supplies of coffee in 1974 returned to just above the 1972 level after a fairly sharp rise in 1973. Actual consumption in 1973 may, however, have been significantly lower, since stocks of processed coffee held by manufacturers and distributors are believed to have risen towards the end of 1973. Consumption of cocoa fell by 25 per cent in 1974, from 1.2 lb. per head in 1973 to 0.9 lb. per head; tea, however, rose by 4 per cent, from 7.5 lb. in 1973 to 7.8 lb. per head in 1974.

Consumption of all forms of alcoholic drink continued to rise, spirits by over 9 per cent, wine by 6 per cent and beer by 2 per cent.

The energy value of food (including coffee and cocoa but not alcoholic drink) fell to about 3,020 kilocalories per head per day in 1974 compared with 3,050 kilocalories in 1973.

These estimates are national averages and represent not what a particular individual obtains but what, on average, is available to the population as a whole. More detailed figures, with estimates of consumption of end-products, a full commentary on the results, and some nutritional analyses will be published later in the year.

Estimates of food supplies moving into consumption in the United Kingdom are prepared annually by the Ministry of Agriculture, Fisheries and Food and are usually published in August or September of each year. This shortened version has been prepared to meet requests for more up-to-date statistics.

A series covering the years 1955 to 1972 was published in *Trade and Industry* 30 August 1973 (pages 459 to 466). Revised estimates for the years 1970 to 1972 and provisional results for 1973 were published in *Trade and Industry* 5 September 1974 (pages 515 to 518).

The figures in the table relate to commodities at a primary stage of distribution and represent total supplies of food from all sources, that is home production plus imports, becoming available for consumption during the year. To arrive at the total moving into human consumption in the United Kingdom, deductions are made for exports, waste and non-food uses, and account is taken of changes in measured stocks. Little information is available on changes in wholesalers' and retailers' stocks and this may affect year-to-year comparisons of non-perishable foodstuffs such as tea and coffee. The resulting total is then divided by the mid-year population to give average consumption per head. This is the essential difference between these estimates and those of the National Food Survey Committee, whose figures represent actual quantities of food entering private households in Great Britain.

Cinema admissions and takings in January

During January, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 3.02 million and the weekly average of gross box office takings was £1.56 million. The comparable figures for January 1974 were 3.21 million and £1.50 million respectively.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 25 April 1975.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
The Stud	BR/E 38072/26/4/80	81	24 April	Miracle Films Ltd.	Globebest Ltd.
Movietone News 2394	BR/E 37824/26/4/80	8	25 April	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Torso	EC 38069/26/4/80	90	23 April	Variety Film Distributors Ltd.	Compagnia Cinematografica Champion, Rome
Watch Out We're Mad	EC 38070/26/4/80	102	23 April	Columbia-Warner Distributors Ltd.	Capital Film, Rome, and Film Ayer, Madrid
			FOREIGN		
The Lords Of Flatbush	F 38067	84	23 April	Columbia-Warner Distributors Ltd.	Ebbets Field Co., New York
Breakout	F 38068	96	23 April	Columbia-Warner Distributors Ltd.	Chartoff-Winkler Productions Inc., New York
Claudine	F 38071	92	24 April	Fox-Rank Distributors Ltd.	Third World Cinema Productions Inc., California
A Private Enterprise	F 38073	76	24 April	Cinegate Ltd.	British Film Institute Production Board, London
Puttin' On The Ritz	F 38074	4	24 April	Contemporary Films Ltd.	Antoinette Starkiewicz, London
Brief Vacation	F 38075	106	25 April	International Films Theatre Ltd.	Verona Productions SRL, Rome and Azor Film, Madrid
Dodeska-Den	F 38076	140	25 April	British Film Institute	Yonki-No-Kai and Toho Co. Ltd., Tokyo

WE PACK WITH CARE
WE SHIP EVERYWHERE
OVERSEAS REMOVALS
IMPORT CLEARANCE
• TRANSPORT COLLECTION •
DELIVERIES AT DOCKS AND AIRPORTS
Eagle Shipping Services
EAGLE HOUSE, 52 HINDMANS ROAD
LONDON SE22 9MG
Telephone: 01-693 1866 9804/5

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	28 Feb. 1975
Balance of payments:	
current account (M)	18 Apr. 1975
trends in invisible transactions (Q)	24 Oct. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	20 Feb. 1975
Business names and limited partnerships (A)	30 Jan. 1975
Capital expenditure: manufacturing, distributive and service industries (Q)	4 Apr. 1975
Catering trades turnover (M)	18 Apr. 1975
Census of production (A)	19 Dec. 1974
(amendment)	16 Jan. 1975
Chemicals industry activity (Q)	6 Feb. 1975
Companies:	
acquisitions and mergers (Q)	20 Feb. 1975
insolvencies (Q)	This week
liquidity (Q)	14 Mar. 1975
new registrations:	
Gt. Britain (M)	18 Apr. 1975
N. Ireland (M)	11 Apr. 1975
Construction work overseas (A)	17 Oct. 1974
EEC economic indicators	28 Mar. 1975
Energy trends (M)	4 Apr. 1975
Engineering industries: sales and orders (M)	25 Apr. 1975
Film industry	
British Film Fund Agency returns (M)	11 Apr. 1975
cinema admissions and takings (M)	This week
overseas payments and earnings (A)	1 Aug. 1974
registrations of films (A)	6 Feb. 1975
Food:	
consumption levels (6M)	This week
household consumption (Q)	14 Mar. 1975
Footwear industry: production, orders and deliveries (M)	25 Apr. 1975
Foreign exchange: official reserves (M)	11 Apr. 1975
Foreign trade: industrial countries' production and trade (Q)	18 Apr. 1975
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	This week
Hire-purchase business (M)	11 Apr. 1975
Industrial production:	
index numbers (M)	25 Apr. 1975
N. Ireland index (M)	25 Apr. 1975
Insurance companies: investments and assets (A)	5 Sept. 1974
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	30 Jan. 1975
investment and earnings overseas (A)	14 Mar. 1975
(amendment)	21 Mar. 1975
Machine tools: sales and orders (M)	14 Mar. 1975
Man-made fibres:	
deliveries (Q)	7 Mar. 1975
production (M)	25 Apr. 1975
production: quarterly analysis (Q)	7 Mar. 1975
Motor industry:	
car and commercial vehicle production (M)	This week
estimated figures (M)	18 Apr. 1975
motor trade turnover (Q)	20 Feb. 1975
Office development permits (Q)	31 Oct. 1974
Overseas trade of the UK:	
direct exporters and credit terms (A)	11 Apr. 1975
UK overseas trade in 1973	16 May 1974
unit value and volume index numbers (M)	18 Apr. 1975
value: analysis of trends (Q)	18 Apr. 1975
(*see also* Balance of payments)	
Paper and board production (M)	30 Jan. 1975
Pension funds: investments and assets (A)	5 Sept. 1974
Regional selective assistance (M)	25 Apr. 1975
Retail prices index (M)	25 Apr. 1975
Retail trades:	
sales (M)	11 Apr. 1975
provisional figures (M)	25 Apr. 1975
sales, N. Ireland (M)	4 Apr. 1975
stocks (M)	18 Apr. 1975
Royalties: overseas transactions (A)	11 Apr. 1975
Shipping: nationality of vessels in UK sea-borne trade (A)	23 Jan. 1975
Steel consumption and stocks (Q)	4 Apr. 1975
Stocks:	
manufacturers' and distributors' (Q)	4 Apr. 1975
retail (M)	28 Mar. 1975
Television: overseas payments and earnings (A)	1 Aug. 1974
Textiles:	
activity in the industry (Q)	25 Apr. 1975
carpet sales (M)	This week
cotton industry production (M)	This week
hosiery production (M)	21 Mar. 1975
made-up clothing: orders and deliveries (M)	25 Apr. 1975
orders and deliveries (M)	21 Mar. 1974
wholesale houses' sales (M)	This week
wool exports (Q)	25 Feb. 1975
wool output (M)	This week
Tourism:	
foreign visitor arrivals (M)	14 Mar. 1975
overseas travel and tourism (A)	7 Mar. 1975
Wholesale prices:	
average prices of selected commodities (A)	4 Apr. 1974
index numbers (M)	25 Apr. 1575

Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	4 Apr. 1975
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	25 Apr. 1975
ECGD local offices	14 Mar. 1975
Guide to Departments	7 Mar. 1975
Official Receivers' offices	21 Mar. 1975
Programme of trade promotions	18 Apr. 1975
Release dates of economic statistics	25 Apr. 1975

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the list of Contractors to H.M. Government Departments.

WITH A STILLITRON LANGUAGE-LEARNING SYSTEM YOU'LL BE IN A CLASS OF YOUR OWN

THE COMPLETE LANGUAGE PACKAGE FOR OFFICE, HOME—OR ANYWHERE!

STILLITRON 72 New Bond Street, London W1Y 0QY. 01-493 1177

Screwing machines
For Bolts and Pipes,
Portable, for hand and power.
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd.
106 Dockfields Road, Shipley, Yorks. 0274 53388.

ring Bells
for **machine tools and sheet metalworking machinery**
Price List sent on request
Phone 637398
Telex 557260
Cable 'Ringbells' Leeds 4
H. BELL Machine Tools LTD.
Walter Street Leeds 4 England

ACADEMY PLASTICS for the best PVC binders, wallets and containers.

Academy Plastics make all sorts of pvc wallets and containers – to your exact specification. Loose leaf binders. Catalogue and price list covers. Film Transparency holders. Conference wallets and salesmen's albums. Swatch covers and transparent pockets. Document cases and travel document folders. Pocket and lapel name holders.

ACADEMY PLASTICS LIMITED.
25-29 Roundwood Road, London NW10 9TA
01-459 5277

KEF of Maidstone
Sweepers for Industry
KEF, Tovil, Maidstone, Kent, England.
Tel: Maidstone 58361 Telex 96197.

MISCELLANEOUS ADVERTISEMENTS

Semi-display £2.40 per s.c.c. Run-on linage 60p per line (minimum 4 lines). Box No. 50p.
Orders for advertisements should be addressed to T. G. Scott and Son Ltd., 1 Clement's Inn, London WC2A 2ED.
Replies to Box Numbers should be addressed to Box No.—Trade and Industry, T. G. Scott and Son Ltd., 1 Clement's Inn, London WC2A 2ED.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd., are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montague Industrial Estate, Edmonton, London, N.18. Tel: 01-807 2150. (10)

BALL AND ROLLER BEARINGS, Steelballs and surplus goods (tools etc.) wanted and sold—metal ammo boxes, useful for storage, transport, shelving etc. for sale. Details: R. Pordes, 529B, Finchley Road, London, NW3. 01-435 9878/9. (1)

'FLASH' Carton Case Opener. The opening of Fireboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Commercial and Industrial Stapling Equipment. The Flash Carton Opener Co. Ltd., Ambleside Avenue, London, SW16 6AD. Tel: 01-769 0308/5960. (20)

FOR SALE. Approx. 350 tons reinforcing materials shaped and ready for use. Ex-Channel tunnel. Price adjustment for quick clearance. Photographs available. F. J. Ham Machinery Co. Ltd., Yew Tree, Crockenhill Rd., Orpington, Kent. Swanley 62535 (day) Orp. 34213 (evenings). (22)

ADVERTISING IN 'TRADE AND INDUSTRY'. Inquiries about advertising in *Trade and Industry* should be made to: T. G. Scott & Son Ltd., 1 Clements' Inn, London WC2A 2ED (tel. 01-242 6264 and 01-405 4743).

DO SOME OF YOUR EXPORT ENQUIRIES GO TO WASTE

If it is administrative or financial or both, we are your answer. Not only can we do the whole job for you—in your name—but properly handled could give you a positive cash flow. Our quotations and financial arrangements could be from U.K. or through our associated offices in U.S.A., Japan, Bermuda, Switzerland, Liechtenstein. To export one must be elastic. We are. If interested write for more details to:

EURO-EXPORT LTD.
Euro-House, High Road,
London N20 9LS Telex 262718
(21)

Government Publications in the North

from

Her Majesty's Stationery Office, Brazennose Street, Manchester M60 8AS

Springs one off or long runs, for every requirement.

Tension; Compression; Square Section; Round Section; Special to meet individual needs Flat Springs too; Also makers of Wire formed articles; Pressings and Stampings toolmaking DGI & MOA approved

Rickton Springs Ltd.

Onslow Mills, Trout Road, Yiewsley West Drayton, Middlesex West Drayton 42332/42352

FOREIGN POLICY...

When you're dealing with overseas customers you need to speak their language, and you need to speak it well.

A great many companies concerned with exports—both at home and overseas—have found that our specialist linguists not only appreciate the subtleties of translating technical language, but also understand what you are trying to say. And that's important when you have an operating manual to translate or technical negotiations to conduct.

Let TTI help your export programme—we even provide an immediate telex translation service.

Technical Translation Institute		**London**	**Midlands**	**South**
	Telephone	01-240 5361	021-236 9435	0794-516000
	Telex	23209	337257	477013
		Imperial House 15-19 Kingsway London WC2B 6UU	St. Philips Chambers 13 Colmore Row Birmingham B3 2BE	62a The Hundred Romsey Hants. SO5 8BX

TTI

Please Mention 'Trade and Industry' When Replying To Advertisements

GEOFFREY E. MACPHERSON LTD.
Nottingham NG2 6AD England.

TEXTILE AND GENERAL ENGINEERS

- A large team of expert textile technologists and mechanical handling engineers at your service.
- Individual machines or complete plant installations.
- We manufacture a unique mobile crane/fork lift/ inspection basket, designed for lifting different shapes sizes and weights up to 4 tons.

ENQUIRIES INVITED

Telex: 37517
Telephone: (0602) 868701/7
Telegrams: 'Mac Nottingham'

Variety metal workers in all types of metals to $\frac{3}{4}$" thick. 12' brake presses and guillotines. Rolling capacity to $\frac{3}{8}$" plate.

Cabinets and guards, trunking and tank work.

Fully equipped engineering division turning to 4' dia., milling capstan and presswork.

Hydraulic spinning to 4' dia. in $\frac{3}{16}$" stainless, hand spinning to 4' dia. × 14g.

A. Richards *(Metal Workers)* **Ltd.**
West Ferry Road, London, E14 8JP
Telephone: 01-987 5911 (5 lines)

- FINEST VITREOUS ENAMEL (Hard fired enamel)
- GENUINE LEATHER KEY FOBS AND KEY CASES, BADGES
- CUFF LINKS, TIECLIPS, LAPEL BADGES, PEWTER TANKARDS
- LADIES COMPACTS
- DESK SETS

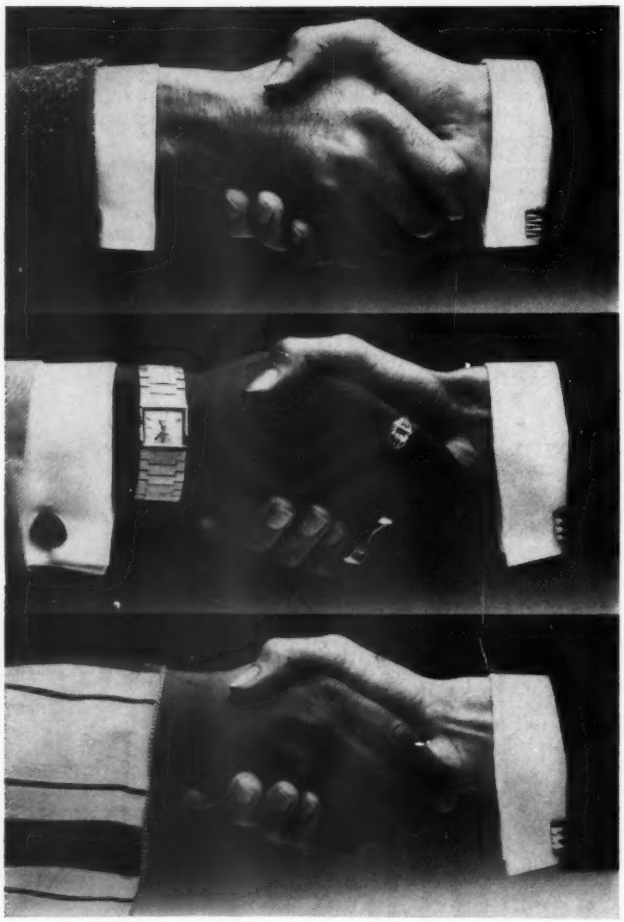
Incorporate your company trade mark or logo on "Good Will" Promotional gifts. Let us have your sketch or letter heading or logo for our artist's design and quotation for any of our products.

MANHATTAN-WINDSOR
STEWARD STREET, BIRMINGHAM B18 7AF ENGLAND

Telephone: 021-454 6404 **Telex 338633**

How ECGD helps companies expand through exporting.

We know the credit status of buyers you'll shake hands with next week.



How many overseas buyers does your company know well? 200? 2,000? Few companies know more.

ECGD, on the other hand, knows over 200,000. Their details are on record, and every week we deal with some 4,000 applications for credit limits on overseas buyers from policyholders.

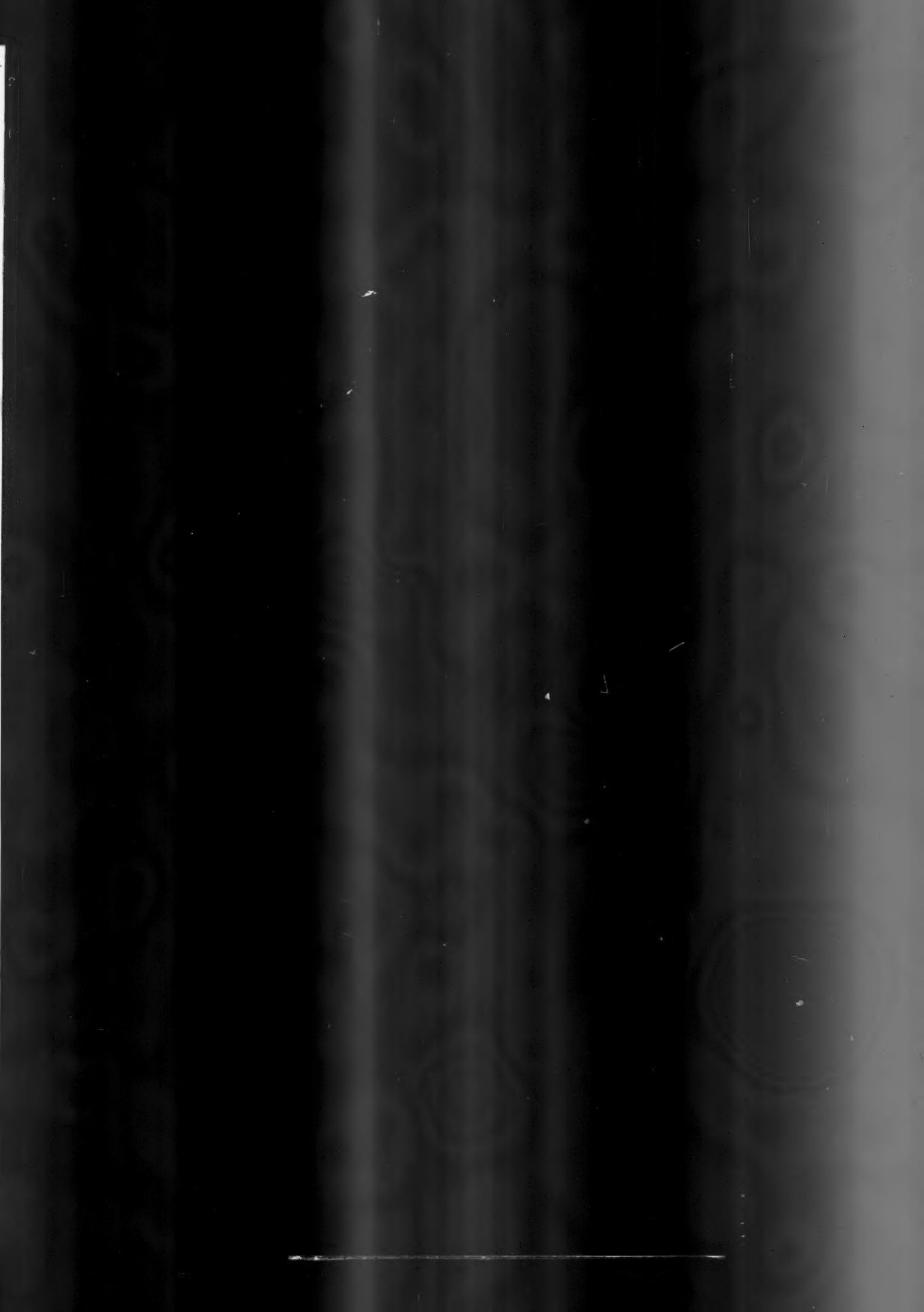
If it's a buyer we know, we can give an immediate answer. If it's a buyer we don't know, we can straightaway put in hand an investigation of his credit status. With certain safeguards our policyholders can accept small orders from new buyers within a 'discretionary limit' set by the Department.

If you want to grow through overseas trade, your salesman will often be encountering new and unknown buyers. ECGD helps them accept orders from new buyers more safely.

For details of the full range of ECGD's services – including insurance against non-payment and bank guarantees for low-cost export credit – get in touch now.

ECGD

helps companies expand through exporting.
Make full use of ECGD services for exporters.

ACTION NOW: Contact the Information Officer, Export Credits Guarantee Department, quoting reference TIN, at Glasgow, Belfast, Leeds, Manchester, Birmingham, Cambridge, Bristol, London West End, Croydon or Tottenham Regional Offices or Miss Butler, Information Section, TIN, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL. (Tel: 01-606 6699 ext 258).

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London EC1P 1BN, for the Departments of Trade, Industry, and Prices and Consumer Protection, 1 Victoria Street, London SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS. ISBN 0 11 724202 0